

# GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., JULY 25, 1904.

IF PAID IN ADVANCE,  
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1904



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Orders for Future Delivery Solicited  
**TRY US AND YOU WILL BE WELL PLEASED**

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66 BOARD OF TRADE CHICAGO.

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Your orders  
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COTTON.

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 Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11 x 14½ in.  
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52 Board of Trade

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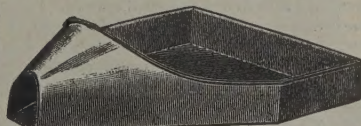
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 Bryant & Co., grain.\*  
 Calumet & Western El. Co., commission.\*  
 Chicago Grain & Eltr. Co., commission.  
 Crighton & Co., grain commission.\*  
 Finney, Sam, commission.\*  
 Fraser, W. A., Co., grain commission.\*  
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 Hulburd, Warren & Co., grain com'n'sn.\*  
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 Lasier & Hooper, receivers and shippers.\*  
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 Mumford, W. R., Co., commission.\*  
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 Randall & Co., T. D., hay commission.  
 Rogers, H. W., & Bro., grain and seeds.  
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 Uptake Commission Co., grain, provisions.  
 Van Ners Bros., grain com'n'sn.  
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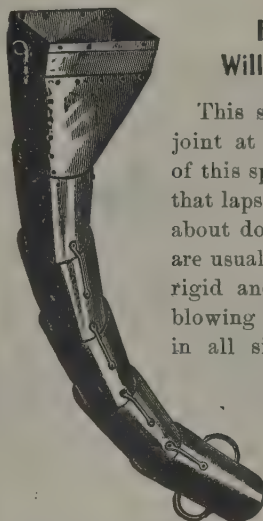
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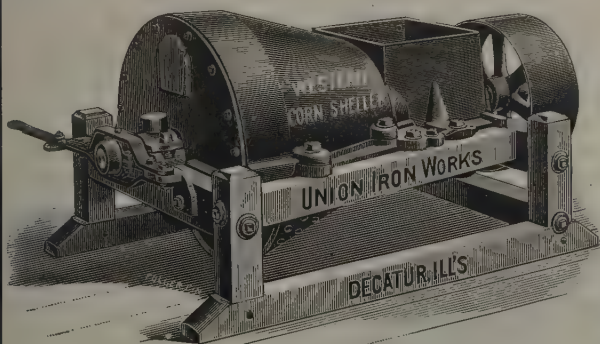
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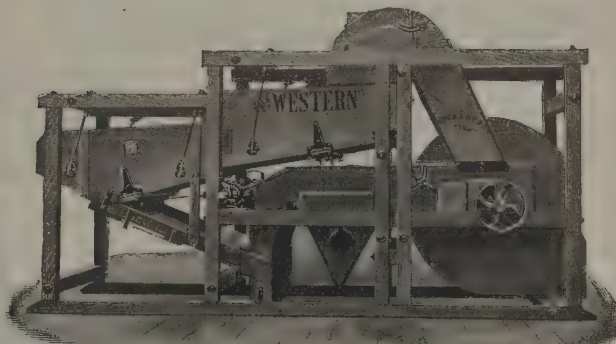
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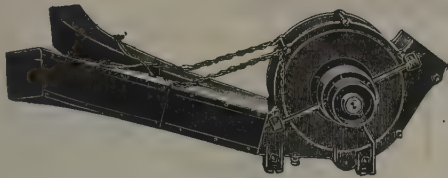
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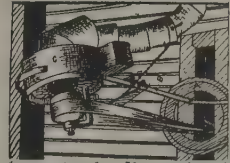
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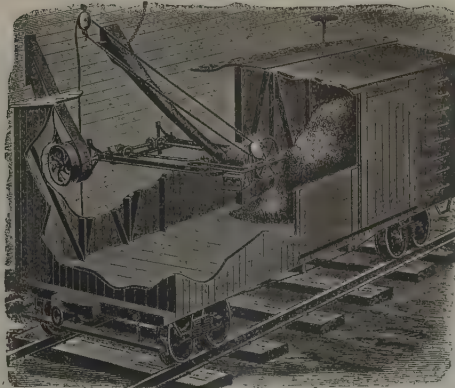
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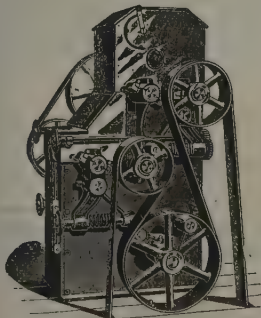
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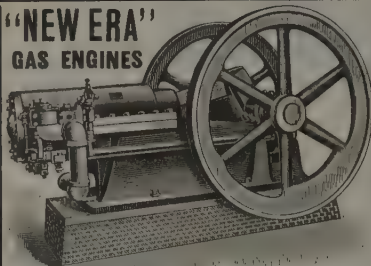
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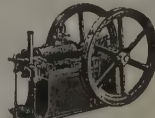
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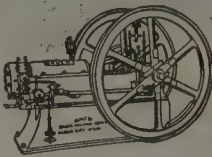


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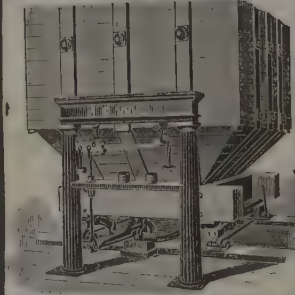
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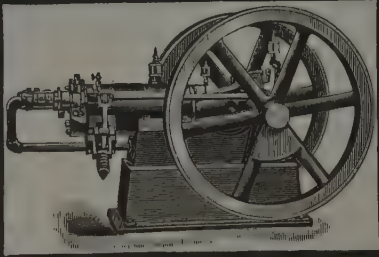


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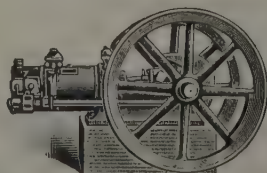
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 Do not fail to write for

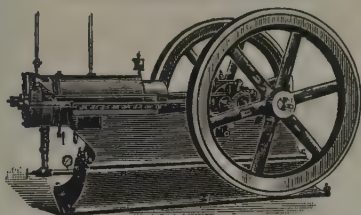


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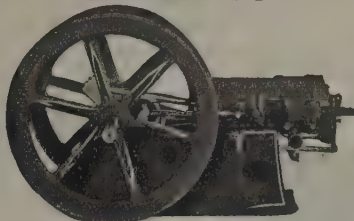
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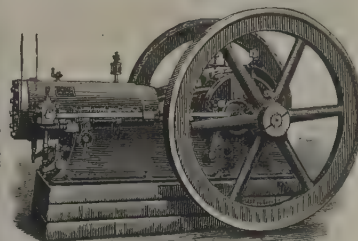
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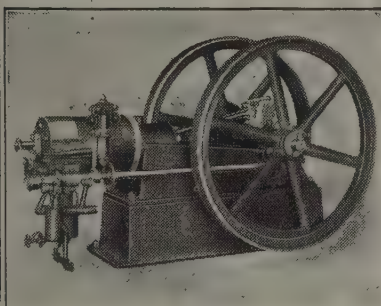


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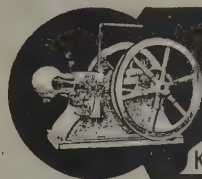
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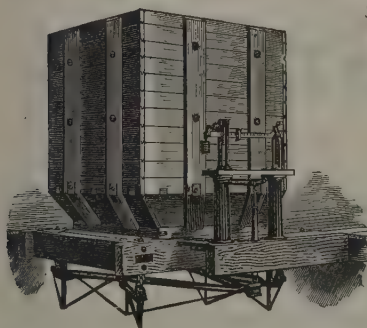
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Is designed especially for the use of country shippers  
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The book is 9 1/4 x 12 inches and has spaces for recording  
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Price, \$1.50.

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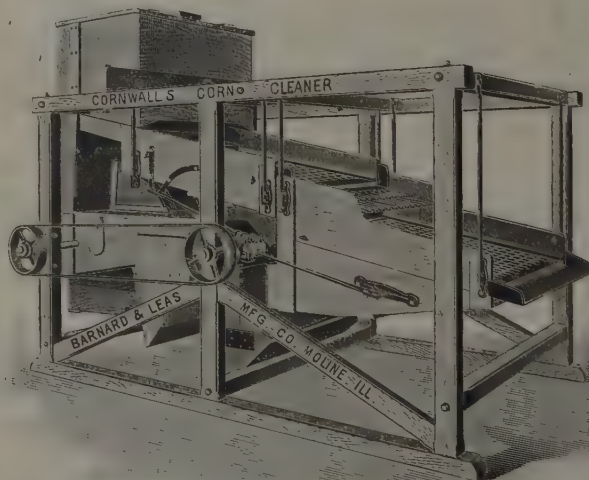
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It has valuable features possessed by no other Cleaner.

Its patent finger sieve will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

This feature together with the row of steel rods between the two parts of the shaker, over which the corn and cobs must pass, enables the machine to thoroughly clean the corn in one operation.

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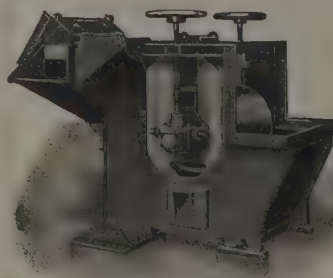
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" " " Lovell, " "	30,000
" " " Elizabeth, " "	20,000
Crown Elevator Co., Odessa, Minn.	30,000
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Farmers' Elevator Co., Northwood, N. D.	40,000
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Monarch Elevator Co., Cooperstown, N. D.	25,000
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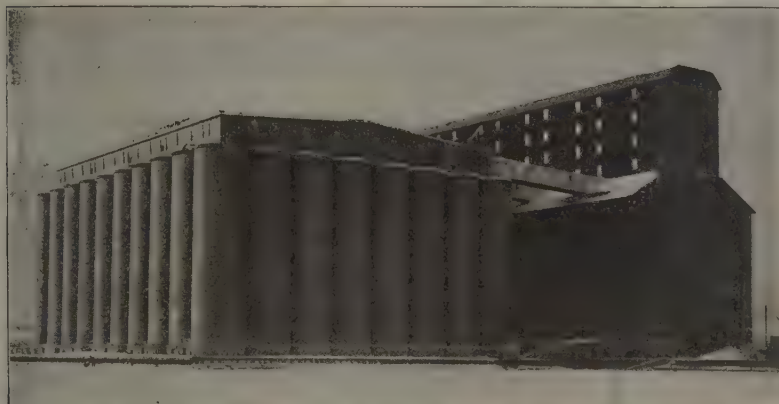
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Lafayette, Ind.

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We are prepared to use all of the various kinds of elevator construction, but recommend our special construction known as the Record-Johnson System Patent Fireproof Semi-Porous and Glazed Cellular Tile Grain Storage Construction, covered by the following patents and which we have exclusive control, patents Nos. 664323, 664324, 664325, 692544, 713104.



The following is a partial list of owners and capacity of plants which we have built in the last four years under these patents.

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Great Eastern Elevator, Minneapolis,	1,000,000	Northwestern Yeast Co., Chicago,	300,000
St. Anthony Elevator Co., "	2,200,000	Canadian Northern Ry. Co., Port Arthur,	2,500,000
North Star Malting Co., "	500,000	David Stott Milling Co., Detroit,	200,000
Victoria Elevator Co., "	250,000	Pabst Brewing Co., Milwaukee,	250,000
Frisco Ry. Elevator, Kansas City,	500,000	Wisconsin Malt & Grain Co., Appleton,	200,000
Memphis Elevator, Kansas City,	300,000	Granite City Malting Co., Granite City, Ill.,	200,000

We are constructing at the present time under same patents the following list of fire proof plants.

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Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000
Canadian Northern Ry. Co., Pt. Arthur,	2,500,000		

The following are a few of our largest wood constructed elevators.

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Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. M. & St. P. Ry., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal,	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & Western Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
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Empire Elevator Co., Minneapolis,	2,500,000		

WRITE US FOR ESTIMATES.

### MODERN GRAIN ELEVATORS

Any Style and Capacity  
Designed and Built by

**L. O. HICKOK**

MINNEAPOLIS,

226 Flour Exchange. MINN.

**LUND, RUD & CO.**

Contractors & Builders of

Grain Elevators

Plans and specifications furnished on short order. 14 years' experience in latest improvements. 313 South 3rd St., MINNEAPOLIS, MINN.



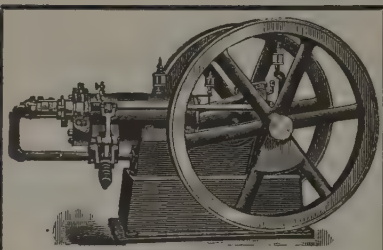
We have the name and fame  
of building the strongest  
and most up-to-date elevators  
LET US FIGURE WITH YOU

**BURRELL**

ENGINEERING & CONSTRUCTION CO., (INC.)  
263-265 La Salle St., Chicago, Ill.



## GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF

Elevating, Conveying and Power Transmitting Machinery. Complete Equipments for Grain Elevators a Specialty.

York Foundry and Engine Works

Warehouse; OMAHA, NEBR.

Office and Works: YORK, NEBR.

If You Don't

buy your goods of us

**We Both Lose Money**

Complete line of

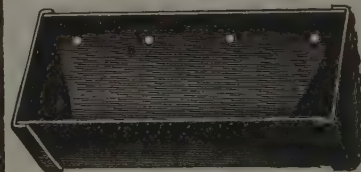
**ELEVATOR MACHINERY AND SUPPLIES**

**H.L. Thornburgh & Co.**

Chicago, Ill.

**ELEVATOR BUCKETS**

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

**Cleveland Elevator Bucket Co.,**  
Cleveland, Ohio.

**Any Weight**

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

**GRAIN DEALERS JOURNAL,**

255 LaSalle Street,

CHICAGO,

ILL.

**Flexible Loading Spouts**

Are the simplest to erect and the easiest to operate.

No power required; little money.

Write for facts to

**VARNEY MFG. CO.**

Leavenworth, Kan.

**ELEVATOR SUPPLIES**

We can equip your elevator from top to bottom. If you need a gasoline engine, a grain cleaner, scales or anything for your elevator, we have it and can ship promptly. Get our catalog now, then tell us your troubles.

**C. D. Holbrook & Co.**  
MINNEAPOLIS, MINN.

**HUNDREDS**

of prosperous grain men in the U. S. point to the MIDLAND line of elevator machinery and supplies as the cause of their success. Grain Elevators equipped with our machinery and supplies handle grain economically, do not break down and cause delay during the busy season, and prolong the life of the house. We can prove to you why, if you write us. If in need of repairs or building a new elevator let us figure with you.

**Midland Machinery Co.**

Complete Equippers  
of Grain Elevators.

Minneapolis,

Minn.

**Bushel Values**

Shows at a glance the cost of any number of bushels and fractional pounds, from 1 to 1,500 bushels of any kind of grain, from 15, 16, 17 cents up to \$1.04 per bushel.

Bushels are shown in red figures and values in black. The price per bushel being given at top of value columns.

It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 cents.

**GRAIN DEALERS COMPANY**

255 La Salle Street, CHICAGO, ILL.

**THE VALUE  
OF AN  
ADVERTISEMENT**

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.



## GRAIN ELEVATOR SUPPLIES.

### A GRAIN SPOUT

That will load cars without shoveling.

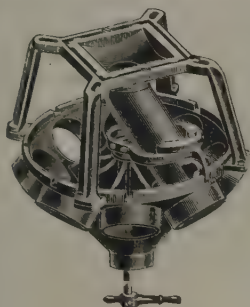
It is worth its weight in gold. It will save you in labor all it costs in less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.



### THE HALL SIGNALING DISTRIBUTOR



6-inch, 8 ducts.

NON-MIXING

"ALL distributors, save only this, mix grain in distribution!"

That is a pretty strong statement, but is verified by several hundred elevator owners who formerly used the other kinds, positively asserting that it is impossible for "The Hall" to fill up, either the spout or elevator head, or scatter grain into the other bin tubes when shifting the spout.

The "Signaling" feature of our device is the factor that accomplishes this result, and is found in our distributors, only.

SENT ON TRIAL  
Send for Booklet

Hall Distributor Co.

222 First Nat. Bank Bldg.

OMAHA, NEB.

### TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 1/2 inches, 110 pages.

Price \$1.00

GRAIN DEALERS COMPANY  
255 LaSalle St. Chicago, Ill.

### THE GERBER

distributing spouts have

a world-wide reputation.

Elevator supply houses

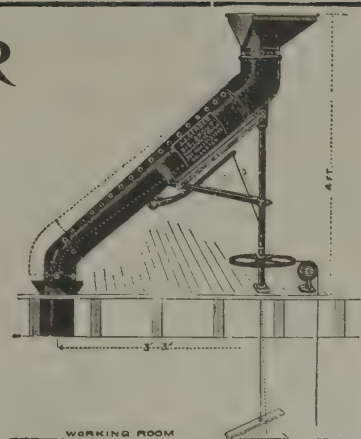
are stocking up with

them by the hundreds.

WRITE

J. J. GERBER

Minneapolis, Minn.



### The Flour City IMPROVED DISTRIBUTING SPOUT

Combines Strength with Simplicity,  
Ease of Operation with Certainty of  
Adjustment

Making the Flour City the best distributing  
spout on the market to-day. Write to-day to

POND & HASEY CO.

231 Fifth Ave., So.,  
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## LINK-BELT SUPPLY

### HEADQUARTERS

Grain Elevator Machinery

Friction Clutch Pulleys

Manilla Rope Transmission

Power Shovels. Car Pullers

WRITE US.

MINNEAPOLIS, MINN.

Co.

### WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



**ELEVATORS FOR SALE.**

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

LIST YOUR ELEVATORS and mills for sale with me. Have cash buyers. Aaron Smick, Decatur, Ill.

ELEVATOR for sale in Western Iowa, large territory; snap for cash buyers. Address, Taylor & Emmons, Stuart, Ia.

ELEVATORS FOR SALE in Illinois, Indiana, Ohio, Iowa and other states. Write for list. Aaron Smick, Decatur, Ill.

A LINE OF FOUR ELEVATORS for sale, on Illinois Central. Good houses and territory. Address, T. C. Grady, Maroa, Ill.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

INDIANA ELEVATOR for sale. Good territory; no competition; crop good. Address, A. & S. Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale in good grain town in Illinois; 30,000 bu. capacity; gas engine, sheller; all modern machinery. Address Box 205, Bismarck, Ill.

ELEVATOR FOR SALE in one of the best grain points in southern Minnesota. Crop outlook never better. Address, Gill, P. O. Box 256, Minneapolis, Minn.

SMALL ELEVATOR and coal business in Indiana, good country, doing a good business and in good repair. Address, Lock Box 98 Sulphur Springs, Ind.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

GRAIN ELEVATOR, capacity 16,000 bu.; Howes oat cleaner and clipper. D. & H. R. R. track to door. Also, Hay barn with press, 44 x 104 ft., 2 stories. D. Gibbs & Son, Saratoga Springs, N. Y.

FOR SALE—One new 20,000 bushel elevator in Southern Minnesota and three 15,000 bushel elevators in Iowa. For particulars address Lock Box 314, Luverne, Minn.

WISHING TO CHANGE location, I offer my two well-equipped elevators for sale. 20,000 bushel capacity, at Carthage, 8,000 capacity at Ferris. Both on C., B. & Q. Address, F. M. Cutler, Carthage, Ill.

FOR SALE—Modern Iowa elevator with stock business; 20,000 capacity, 40,000 crib room. Might sell lumber and coal business in connection. Good country, business and prospects. Address, Maica, Box 10, Grain Dealers Journal, Chicago, Ill.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

**ELEVATORS FOR SALE.**

FOR SALE—Elevator in southwest Iowa on C. B. & Q. R. R. Call or address, B. S. Petrie, Kent, Ia.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

ELEVATOR FOR SALE, 18,000 capacity, gasoline engine, cleaner, dump and scales; good grain section, Northern Iowa. Address, Room 81 Chamber of Commerce, Minneapolis, Minn.

TWO GRAIN ELEVATORS for sale. Located in central Kansas on the Frisco and Missouri Pacific R. Rs.; wheat prospects good. For particulars address Krow, Box 8, Grain Dealers Journal, Chicago, Ill.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in Southwestern Iowa, 10,000 bu. capacity, two cleaners, sheller, hopper scale, gasoline engine, feed mill, and coal business. Address Son Box 12, Grain Dealers Journal, Chicago, Ill.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

GRAIN and hay business for sale. Business established over 30 years and has never changed owners; has good, steady trade, and is paying well. A grand opening for one or two energetic young men who have some capital and are willing to hustle. Write, V. A. Small, East Boston, Mass.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ELEVATOR for sale. Doing a good business; capacity, 15,000 bu.; iron clad; good condition; located in central Ohio on T. & O. C. R. R. Town of 500; 12 miles from county seat; in excellent grain section; lumber and coal business in connection; plaster, lime, cement, etc. Shellers, cleaners and grinders in good condition. 16-h. p. gasoline engine. Price, \$4,250 cash. Reasons for selling, ill health. Address, C. K., Box 2, Grain Dealers Journal, Chicago.

**ELEVATORS FOR SALE.**

I WILL sell my elevator, feed mill in Omaha, Neb. J. H. Buddenberg, 1902 No. 28th St., Omaha, Neb.

ELEVATOR FOR SALE. Situated in Central Ohio in extensive corn and wheat valley; only elevator at this place; storage 10,000 bushels. Well equipped; exclusive coal trade; built five years; good opening for lumber and live stock; scales and stock pens and adjoining grounds for lumber yards. A good place to handle hay. Elevator contains gasoline engine, 2 cleaners, feed grinders, corn dump, corn shellers, and good ware rooms. A good money-maker. Owner has not time to give it attention. Address, P. D. G., Box 2, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR RENT.**

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

**MISCELLANEOUS.**

GRAIN BAGS for rent from 100 to 100,000. For rates write Foell & Co., 123 Market St., St. Louis, Mo.

SECOND-HAND BAGS—Will buy any kind, any quantity, anywhere, and pay freight. Write me for prices. Geo. T. King, Richmond, Va.

FOR SALE—A stock of general merchandise consisting of dry goods, notions, clothing, hats and caps, boots and shoes, groceries, hardware and many other articles too numerous to mention. Will invoice \$7,000, but will sell for cash for \$5,500. Or will trade for a good elevator, if location is satisfactory. Address, Box 1, Grain Dealers Journal, Chicago, Ill.

**GOOD ELEVATOR SITES**

Address B. THOMAS, Pres.  
The Belt Ry. of Chicago  
Room 13 Dearborn Station CHICAGO

**Grain Tables for Wagon Loads**

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,090 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; (A table reducing oats to bushels of 32 lbs. will be substituted for the 33 lb. table if desired.) (3) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (4) SHELLED CORN, RYE and FLAXSEED at 56 lbs.; (5) WHEAT, CLOVER SEED, BEANS, PEARL and POTATOES at 60 lbs.; (6) EAR CORN at 70 lbs.; (7) EAR CORN at 75 lbs.; (8) EAR CORN at 80 lbs.; (9) TIMOTHY SEED at 45 lbs.  
The four dockage tables show the dockage on 60 pound Wheat at 1, 2, 3 and 5 pounds dockage. The tables are bound in strong Manila covers. Price, 50 cents. Address

GRAIN DEALERS COMPANY,  
255 La Salle Street. Chicago.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.



## ELEVATORS WANTED.

WANTED to rent elevator with option to purchase. Give full particulars. F. W. Sheldon, Angola, Ind.

WANTED to buy or rent an elevator. Must be doing good business. Address, E. C. F., R.F.D., No. 7 Corning, Ia.

WANTED ELEVATORS in exchange for farm lands in Illinois, Iowa and Minnesota. Aaron Smick, Decatur, Ill.

WANTED, one or two elevators doing good business. Address, G. H., Box 11, Grain Dealers Journal, Chicago, Ill.

WANTED TO RENT elevator with view to buying. Address, Mud, Box 12, Grain Dealers Journal, Chicago, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR in good town in Iowa wanted in exchange for a No. 1 farm of 200 acres near Gowrie, Ia. (no wet land). Address, A. F. Stickney, Toulon, Ill.

## CLARK'S CAR REGISTER

is designed especially to facilitate finding of record of any car. A time and labor saver. Invaluable to receivers.

Grain Dealers Co., Chicago, Ill.

## NOTE THESE OPPORTUNITIES!

A good town in Eastern Kansas, in a fine wheat growing section, will give a free site and generous bonus to secure an up-to-date flour mill.

A valuable water power, in a first-class wheat section of Missouri, is available for the location of a flour mill of from 1,000 to 3,000 barrels daily capacity. Very cheap power can be produced. Many other excellent openings and valuable opportunities exist along the lines of the



Full particulars regarding the above locations and many others will be cheerfully furnished. Send for a copy of handbook entitled "Opportunities."

**M. SCHULTER**  
INDUSTRIAL COMMISSIONER

Frisco Building ST. LOUIS, MO.

## TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

## MILLS FOR SALE.

FULL outfit of machinery of 50-bbl. roller mill for sale. C. J. Kreisel, Olmitz, Kans.

FOR SALE—A controlling interest or the entire 125 bbl. up-to-date flour mill. Bentley & Bentley, Augusta, Okla.

A CONTROLLING interest in one of the best up-to-date 100-bbl. water power flour mills in the state of Nebraska. Geo. A. Brooks, Bazile Mills, Neb.

FOR SALE—50-bbl. steam flour mill doing a good business in a live town of southern Michigan. For full description write A. W. Rogers, Lawton, Mich.

FOR SALE—150-bbl. flour mill, elevator adjoining, combined capacity, 60,000 bu. Good wheat country in Indiana; also mills in other states. Aaron Smick, Decatur, Ill.

A 75-BBL. roller flour mill, with equipment for corn meal, feed and buckwheat flour, for sale. All running and doing good work. Address, H. L. Weatherford, Unionville, Mo.

AN OATMEAL MILL with all the latest improved machinery, capacity 150 bbls., for sale or exchange for improved farm property. Address, Best, Box 2, Grain Dealers Journal, Chicago.

NOTICE! A 100 bbl. mill for sale at a great bargain if taken soon. Good business town; best wheat country in Southern Minnesota. It will pay to look this up. Byrnes Bros., Wells, Minn.

TWO up-to-date flour mills in Lansing, Mich., for sale. Each 200 bbls. capacity; steam and water power. On switch connecting with four prominent trunk lines, giving extra advantageous freight rates both to mill-in-transit and on out-bound products. Good local business. Over 20 years under present management, and doing business up to present date. Liberal terms. If interested, write F. Thoman & Bro., Lansing, Mich.

MODERN FLOURING MILL for sale in one of the best wheat sections of Oklahoma; located on the main line of the A. T. & S. F. R. R. Prospects for crops this year are good. This mill was built 4 years ago; is a four story frame structure, in splendid condition with a capacity of 125 bbls. of flour and 100 bbls. of meal per day; building large enough to increase its capacity to 300 bbls. of flour. Write E. A. STINSON, Guthrie, Okla., for full particulars. It will pay you to investigate this proposition.

## A PARTNER

### HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

## SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

SECOND-HAND SCALES in first-condition for sale cheap. Standard Scale & Foundry Co., 22nd & Wyandotte Sts., Kansas City, Mo.

NEW AND SECOND HAND Railroad Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Bros., Des Moines, Ia.

TWO SECOND-HAND 42-ft. Standard R. R. track scales; thoroughly overhauled and resealed and guaranteed to give perfect service. Des Moines Scale & Mfg. Co., Des Moines, Ia.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

## SCALES FOR SALE.

1 600-bu. Fairbanks Hopper Scale, compound beam, and levers to bring beam below, \$125.00  
1 6-ton Howe Wagon Scale, with 8x22 platform, \$65.00  
1 6-ton Fairbanks Wagon Scale, with 7x20 platform, \$55.00  
1 4-ton Fairbanks Wagon Scale with 7x14 platform, \$50.00  
All of the above are thoroughly refitted.  
Address, Allen P. Ely & Co., Omaha, Nebr.

## MISCELLANEOUS FOR SALE.

FOR SALE—One 2-inch Pickering governor; good as new; cheap. Address, A. H. Richner, Crawfordsville, Ind.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

FOR SALE—A Knowles air pump and condenser, with heater. Two iron band pulleys: 84 in. diameter, 21 in. face, and 63/8 in. bore; 72 in. diameter, 21 in. face, 3 15-16 bore. Your price. Address, The East Side Iron Elevator Co., Toledo, Ohio.

## SNAP BARGAINS.

500-bu. Fairbanks Hopper Scales, tested and sealed, at \$75.00.

9x18, 9x24 Allis Roller Mills.

14x36 Allis Corliss Engine, with or without Condenser; 60x18 Boiler separate or complete.

Gardner & Worthington Steam Pumps. 10x14 Centrifugal Pump.

Also a full line of Mill Machinery and Supplies. Address, Manufacturer's Supply Co., Minneapolis, Minn.



**ENGINES FOR SALE.**

**GASOLINE Engine for sale, 10-h. p.**  
Temple Pump Co., 15th Place, Chicago.

**FOR SALE CHEAP—An 8-h. p. Otto**  
gasoline engine, in first-class condition.  
F. A. Nagle, 63 Sibley St., Chicago, Ill.

**SECOND-HAND 12 h. p. Foos station-**  
ary gasoline engine, price \$250, for  
sale. Address, Geo. D. Pohl Mfg. Co.,  
Vernon, N. Y.

**LEWIS GASOLINE engine, 6 h. p.,**  
for sale; good condition; used 4 years;  
price \$150 here. Varney Mfg. Co., Leaven-  
worth, Kan.

**GAS OR GASOLINE engine, 3 h. p.,**  
for sale; new; never been used. Price if  
sold soon, \$110. Address Clark Bros.,  
Wabash, Ind.

**FOR SALE—One 35-h. p. White &**  
Middleton Gasoline Engine, in good con-  
dition. John R. Lowrey, 12th & Izard  
Sts., Omaha, Neb.

**FAIRBANKS-MORSE gasoline en-**  
gine, 22 h. p. in good condition for sale  
at a bargain. Address, W. O. Brackett &  
Co., Sherman, Tex.

**KEROSENE OIL ENGINES are the**  
most satisfactory type. Send for Cata-  
log. Int'l Power Vehicle Co., 381 Dear-  
born St., Chicago, Ill.

**SECOND-HAND Gasoline Engine, 14**  
h. p., Standard make; will sell cheap on  
quick cash sale. Address G. S. Crilly,  
715 Adams St., Chicago, Ill.

**SECOND-HAND GASOLINE En-**  
gines at a bargain. One 9 and one 14  
h. p. Otto; one 22 h. p. Foos; one 6,  
one 15 and one 25 h. p. Fairbanks-  
Morse; one 10 and one 18 h. p. Lewis;  
one 30 h. p. Webster. Write A. H. Mc-  
Donald, 36 W. Randolph St., Chicago.

**FOR SALE—The following gas and**  
gasoline engines: 60-h. p. Foos; 65-h. p.  
New Era; 15-h. p. Lambert; 7-h. p. Otto;  
5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p.  
Foos; 3½-h. p. Des Moines; 2½-h. p.  
Fairbanks. Backus Gas Engine Co., 22 S.  
Canal St., Chicago, Ill.

**ENGINES FOR SALE.**

1 8-h. p. Pierce; 1 5-h. p. Webster.  
1 25-h. p. Charter; 1 7-h. p. Charter.  
2 6-h. p. Fairbanks Upright.  
1 12-h. p. Otto.  
No. 1 and No. 2 Wilford Roller Mill.  
1 Appleton Mill and Crusher.  
2 Triumph Corn Shellers.  
C. D. Holbrook & Co., Minneapolis,  
Minn.

**FOR SALE.**

**WEBSTER GASOLINE ENGINE,**  
self contained, 3 h. p., with electric spark  
and tub, \$100.00  
**FOOS GASOLINE ENGINE,** vertical,  
3 h. p., \$75.00  
**WEBSTER GASOLINE ENGINE,**  
vertical, 4 h. p., \$125.00  
**STANDARD GASOLINE ENGINE,**  
8 h. p.; made at Des Moines; in use  
about six months; both torch and elec-  
tric spark; all complete, \$175.00  
**WITTE GASOLINE ENGINE,** 10 h.  
p., good condition, \$15.00  
Address, Allen P. Ely & Co., Omaha,  
Nebr.

**ENGINES FOR SALE.**

**FOR SALE—Second-hand 50 h.p.**  
Greenwald engine; 15 h.p. Sincos engine.  
Both in excellent condition. Write for  
price. C. S. Brent, Lexington, Ky.

**ENGINES AND BOILERS.**

**TUBULAR BOILER, 66 x 16, with**  
fronts, in good order, for sale at a bar-  
gain. F. G. Ely, Traders Bldg., Chicago.

**FOR SALE—One tubular boiler, diam-**  
eter 43 inches, length 10 ft. Fine condi-  
tion. Suitable for heater. Address, M.  
J. Lee, Redmon, Ill.

**FOR SALE CHEAP—One 20-h. p. station-**  
ary boiler and one 16-h. p. center-  
crank engine. All complete. Address,  
Miller Wagon Co., Edina, Mo.

**ENGINES.**

1 8-h. p. Otto Gas Engine.  
1 50-h. p. 10x24 Nordberg Corliss.  
1 85-h. p. 12x36 Automatic Girder  
Frame.  
1 125-h. p. 14x20 Atlas Heavy Duty  
Automatic.  
1 175-h. p. 20x22 Vertical Rocker Valve.  
1 225-h. p. 18½x36 Buckeye Girder  
Frame, Automatic.

**BOILERS.**

1 104-h. p. Babcock & Wilcox Water  
Tube.  
1 100-h. p. 66x16 Tubular Complete.  
1 80-h. p. 60 in. x 16 ft. Tubular Com-  
plete.  
1 75-h. p. 60 in. x 14 ft. Tubular Com-  
plete.  
1 5¼x3½x6 Gardner Duplex Pump.  
1 36-in. smoke stack, No. 10 iron, 72  
ft. long.

We also have a large stock of other  
size engines, boilers, heaters, pumps, etc.  
If you do not see listed what you want  
write and let us know your requirements.  
We will undoubtedly be able to fit you  
out at prices that will save you consider-  
able money. F. E. Pfannmueller & Co.,  
Phone 1767 Harrison, 733 The Rookery,  
Chicago, Ill.

**ENGINES WANTED**

**WANTED, ONE 8 OR 10 h. p. gaso-**  
line engine, good condition; one wood  
saw outfit complete with 80 ft. of car-  
riers; one wood double splitter, must be  
in good condition. Address, W. A. Bass,  
Hubbard City, Tex.

**HAY WANTED.**

**WANTED HAY in any amount, also**  
ear corn, oats and rye. Address, John-  
son & Son, Goshen, Ind.

**HAY Consignments solicited. Drafts**  
for 75 per cent of value honored. Prompt  
returns. R. L. Chenery, Richmond, Va.

**OUR COMMISSION, 50 cents per ton.**  
It will pay you to send for our mkt. re-  
port. If you have straw to sell, quote us.  
E. K. Lemont & Son, 465 Bourse Bldg.,  
Philadelphia, Pa.

**WANTED:** To contract for hay for  
the coming season. Will want from sev-  
enty-five to one hundred cars, small bales.  
Shipments to cover 1904 crop. Grades  
must be standard. Terms arrival drafts,  
bill lading attached. J. C. Gwinn, Alder-  
son, W. Va.

**MACHINES FOR SALE.**

**BARNARD & LEAS Cleaner, No. 3,**  
for sale cheap. F. G. Ely, Traders Bldg.,  
Chicago.

**GRAY MILL, 9x24, 6-roll, for sale at**  
a bargain. Good condition. Address, E.  
L. Barnes, Milton, Wis.

**FOR SALE CHEAP—Two Barnard &**  
Leas Dustless separators. Address, Har-  
ris, Scotten Co., Burlington, Ia.

**FOR SALE—A Kelley Duplex corn**  
grinder, a 20 in. sprout, Waldron buhr,  
and a Monarch corn crusher. Address, S.  
Cushwa, Charlton, Md.

**SECOND-HAND CORN SHELLER**  
for sale cheap. Has no equal; a great  
success; guaranteed. Address, W. L. Bris-  
toll, Mt. Blanchard, Ohio.

**FOR SALE—One 14x18 steel power**  
baling press (almost new), at a bargain.  
Address, the Missouri Excelsior Mfg. Co.,  
2447 Kosciusko St., St. Louis, Mo.

**FOR SALE—1 No. 2 Marseilles**  
sheller; used one year; 1 100-bushel U.  
S. hopper scale. Both in good con-  
dition. Address, M. J. Lee, Redmon, Ill.

**SPECIAL BARGAINS in second-hand**  
machinery. Write for Circular No. 20.  
We may have what you want or know  
where to get it. A. S. Garman & Sons,  
Akron, Ohio.

**TWO SECOND-HAND dust collect-**  
ors for sale for 18-in. and 10-in. discharge  
pipe; in first-class condition. Address,  
Hugh F. Munro, 1740 Germantown Ave.,  
Philadelphia, Pa.

**FOR SALE—No. 1 Barnard Improved**  
double screen dustless corn cleaner, with  
shaker. This cleaner in good condition and  
will be sold at a bargain. Plymouth Mill-  
ing Co., LeMars, Ia.

**FOR SALE—One Oliveys sieve, scalp-**  
er and grader. Also one No. 2 Little Vic-  
tor corn sheller and cleaner combined.  
Both machines good as new. J. M. Hor-  
nung, Greensburg, Ind.

**FOR SALE—No. 4 Western corn**  
cleaner and fan; No. 4 Western corn  
sheller; 3,600-pound hopper scale and one  
20-h. p. boiler. All in good order. Ad-  
dress, Treat & Morrison, Gays, Ill.

**THREE MONITOR Oat Clippers for**  
sale, capacity 1,000 per hour. Two Pease  
Separators, capacity 800 bushels per hour.  
Above in fairly good condition. Milwau-  
kee Elevator Co., Milwaukee, Wis.

**BARGAIN in a second-hand No. 1**  
Wilford 3-roller feed mill, capacity 60  
to 75 bu. per hour, in first-class condition.  
Ask for our list of second-hand machines,  
pulleys, etc. Wells-Abbott-Nieman Co.,  
Schuyler, Nebr.

**FOR SALE—All machinery complete,**  
including engine and boiler for a 75 bar-  
rel roller flour mill. Also corn shelling  
outfit complete, and corn crusher. On  
account of bankruptcy of former owners,  
this property must be sold. Address, G.  
B. Griffin, Charleston, Ill.



## SITUATIONS WANTED.

POSITION WANTED as manager of elevator, by married man with experience and best of reference. Address, Box 285, Burt, Ia.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

FIRST-CLASS MAN wants position as manager of elevator; best of references; 16 years experience. Address, A. H. Walls, Ridgefarm, Ill.

POSITION WANTED with reliable firm; 15 years experience in grain, stock and coal business. Address, C. N., Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

POSITION WANTED as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator; 15 years experience in grain and seeds; good book-keeper. Can fill any place. References. Address, Fremont, Box F Glendale, Ky.

POSITION WANTED in Chicago grain office by a young man; two years experience in office of Reynolds Bros., Toledo, O., to whom I refer. Address W. R. Allman, 2439 Vermont Ave., Toledo, O.

SITUATION WANTED by man that has had experience in grain, lumber and coal business. Would prefer, share of the profits or \$75.00 per month. Address, Job, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for grain firm; have solicited cash business. Best of reference; single man with experience; with established firm now. Address, Bart, Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by competent grain man as station manager. Can work any place; Oklahoma, Kansas, or Nebraska preferred. Can put some money in a business. Address, A. B., Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager for a line of country elevators, spring wheat section preferred. Had 24 years experience in the business as buyer and superintendent in Minnesota and Dakota. Best of references. Address, Ray, Box 12, Grain Dealers Journal, Chicago, Ill.

SALESMAN—Experienced hay and grain salesman acquainted with the trade in Pittsburg and surrounding territory desires position. Would like to handle the Pittsburg trade for some large elevator. Best of references. Address, Pittsburg, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager for one or a line of grain elevators, Ohio or adjoining states preferred, by one who is an experienced bookkeeper, able to handle the correspondence and do a general track grain business. Address, W., Box 2, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

MAN WANTED to take charge of barley station in Wisconsin. State experience and salary wanted. Address, Barley, Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED, a man to take charge of elevator. Must be good judge of barley and speak the Scandinavian language. Single man preferred. Also give references. Address, Akron Grain Co., Akron, Ia.

EXPERIENCED BOOKKEEPER for responsible grain firm who can furnish \$10,000 for use in the business, properly secured. Good deal for right man. References exchanged. Address Responsible, Box 8, Grain Dealers Journal, Chicago, Ill.

## GRAIN AND SEED FOR SALE.

CORN FOR SALE—One thousand bushels good sound ear corn. Address, G. A. Abbott, Morrison, Okla.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

INFORMATION WANTED leading to, or the names of, mills that buy Macaroni wheat. T. A. Kyle, Granada, Colo.

## SEEDS WANTED.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

NEW CROP timothy seed of extra quality wanted. Special prices. Send sample. O. C. Shepard Co., Medina, O.

GRASS AND FIELD seeds wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

GRASS AND FIELD seeds wanted. Also timothy seed, and clover seed in carlots. Address, Wm. G. Scarlett & Co., 729 East Pratt St., Baltimore, Md.

## THEIR AD Brought Business

C. P. & J. LAUSON, Milwaukee, Wis.:

Please discontinue our ad. of engines for sale in the Journal. Our ads in your Journal were very effective.

## GRAIN WANTED.

WANTED—No. 2 red, soft wheat. Address, Goshen Milling Co., Goshen, Ind.

WANTED to buy wheat, corn, oats and hay, Harsh Bros. & Co., Merchants Warehouse, Nashville, Tenn.

WE solicit your consignments of grain and millfeed. They will have our best care. BURNS BROS., Buffalo, N. Y.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

WANTED, your consignments of flour, grain and hay. Personal attention and prompt service. Address, Bennett, Hawkins & Co., Nashville, Tenn.

PROPOSALS FOR OATS, CORN AND BRAN—Chief Quartermaster's Office, Chicago, Ill., July 1, 1904. Sealed proposals, in triplicate, will be received here and at offices of Quartermasters at Posts named until 11 o'clock a. m., Monday, August 1, 1904, for furnishing oats, corn and bran during the year ending June 30, 1905, at Forts Brady and Wayne, Michigan; Columbus Barracks, Ohio; Fort Sheridan and Chicago, Ill., and Fort Thomas, Ky. U. S. reserves the right to accept or reject any or all proposals or any part thereof. Information furnished on application here or to Quartermasters at posts named. Envelopes containing proposals should be indorsed, "Proposals for Oats, Corn and Bran" and addressed to Quartermasters of posts named or to Lieut. Col. W. H. Miller, Chief Quartermaster.

## PARTNERS WANTED.

GREAT BUSINESS chance for bright man well up in office work and who knows something of the seed and grain business. Some capital required to obtain an important office in a well established organized concern handling seeds and grain. Located in the west; growers, dealers and importers. A chance of a life time for the right party. Write giving reference, ability and means. Address, Nebraska, Box 1, Grain Dealers Journal, Chicago, Ill.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

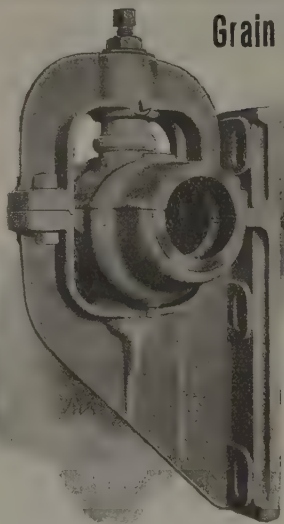
Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....





## Grain Elevator Machinery

### FOR EXAMPLE

There's the new Missouri Pacific Elevator at Kansas City (capacity 1,270,000 bu.) all equipped with Stephens-Adamson machinery, over 10 car loads. They wanted the best that could be made and got it. You can't afford to use cheap machinery in your elevator any more than the Railroad Company can, can you? Get our catalog and see how ours is made.

SEND FOR CATALOG

## STEPHENS-ADAMSON MFG. CO.

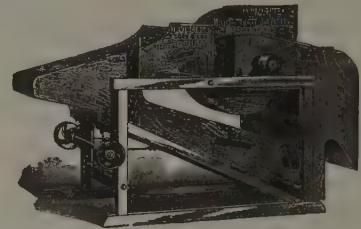
Office and Works: 202 to 246 Ridgway St., AURORA, ILL.

### AGENCIES:

Kansas City, Mo.	Gustin-Boyer Supply Co.
San Francisco, Cal.	California Engineering & Construction Co.
Spokane, Wash.	Bradley Engineering & Machinery Co.
Memphis, Tenn.	R. N. Erion
Nashville, Tenn.	Schuyler & Oswald
Salt Lake City, Utah	Utah Mining Machinery & Supply Co.
Seattle, Wash.	Caldwell Bros. Co.
Butte, Mont.	Western Mining Supply Co.
Montreal, Can.	Peacock Bros.

## CLEAN CORN

and clean it well if you wish to raise your grades. Corn always grades at the most discriminating markets when the INVINCIBLE CORN and COB SEPARATOR and CLEANER is used. Have you one in your elevator?



This machine will accomplish what is claimed for it. It will perfectly separate the cobs and pieces of cobs as the product comes from the sheller and fit the corn ready for market. Send for our catalog.

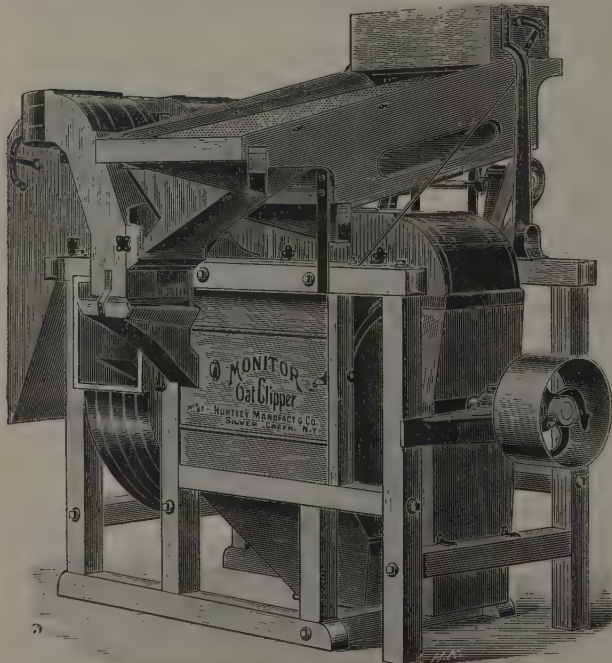
## Invincible Grain Cleaner Co.

Silver Creek, N. Y.

### REPRESENTED BY

W. J. Scott, 604 Traders Bldg., Chicago, Ill.  
 Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.  
 Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.  
 J. N. Bacon, Balchorne Block, Indianapolis, Ind.

## MONITOR MACHINES



## THE MONITOR OAT CLIPPER

is a money making machine, not only because it is the best machine made for clipping oats, but also because it can be quickly adapted to do the best work on smutty wheat.

Send for our new Catalog of  
 Monitor Elevator and Warehouse Grain  
 Cleaning Machinery.

The line includes Monitor Elevator and Warehouse Separators, Aspirators and Smutters, Flax, Barley and Corn Separators, Seed Cleaners, etc. When at the World's Fair at St. Louis, visit the "Monitor" Exhibit, Block 107 Agricultural Building.

## Huntley Mfg. Co.,

Silver Creek, N. Y.

### BRANCH OFFICES:

302 Traders' Building, Chicago, Ill., F. M. Smith, Mgr.  
 418 Third St., So. Minneapolis, Minn., A. F. Schuler, Mgr.  
 121 Front Street, New York, N. Y., J. W. Perrine, Mgr.  
 221 Mission St., San Francisco, Cal., F. D. Wolfrom, Mgr.

## MAKE MONEY





## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

### GRAIN DEALERS COMPANY

255 La Salle Street,  
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**CHARLES S. CLARK, Manager.**

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furnished on application. The advertising  
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medium for reaching the grain dealers and  
elevator men of the country is unquestioned.  
The character and number of advertise-  
ments in its columns tell of its worth.

#### Letters

on subjects of interest to those engaged in  
the grain trade, and trade news items are  
always welcome.

Entered at Chicago, Ill., Post Office as  
Second Class Matter.

CHICAGO, ILL., JULY 25, 1904.

PRIVATE cars are only an aid to discrimination. Carriers should be required to furnish all cars and place all shippers on the same footing as to the cost of transportation.

BUILDING an elevator right may increase the first cost somewhat, but the reduction in the ultimate cost effected thereby more than offsets the apparent increase in the first cost.

COMPLAINTS of delays in transit now deal only with the past. Shippers and carriers now have more time to fix the responsibility for such delays. Surely the shipper is not responsible.

STORAGE certificates which do not comply with the letter or spirit of the state law are very likely to get the offender into trouble with his patrons as well as with the state authorities.

FROM a rail carrier's point of view, the adoption of the uniform bill of lading affords another opportunity "to equalize rates." In this case the equalizing process amounts to an increase of 20% in freight rates.

WRITTEN contracts for grain to be delivered by growers will give each party to the contract a clearer understanding of its terms, reduce the number of honest misunderstandings and facilitate the enforcement of the contract.

RECENT RAINS have again convinced elevator men with the advantage of owning a good grain drier, but those without such an equipment have been unable to realize any extra profit on the mushy stuff being received.

WHAT facilities have been provided for sounding an alarm in case your elevator caught fire? A store in a thickly settled district of Philadelphia was completely burned recently because alarm could not be turned in promptly.

BUCKET-SHOPS are quitting because—well, because it is cheaper than paying what is due their so-called customers. Next month they will reopen under a new name just around the corner and catch a fresh crop of suckers.

THE COOPER Bill is pending before the present Congress, and no doubt will continue to exist only as a bill unless the shippers of the country impress upon their congressional candidates the urgent need for the enactment of this bill into law.

ARE you taking advantage of all the markets which are within reach? If not, send out samples freely during the coming season and keep a comparative tabulation of quotations. A judicious expenditure of postage and time for "figuring" will net you large returns.

POORLY constructed and overloaded grain storehouses are beginning to dump their loads on the adjacent landscape. If not sure your eltr. is well built, brace it well, or keep your ears open for the warning cracking sounds which generally precede the fall.

BUYING grain from farmers on the basis of quality encourages him to exercise greater care in the selection of his seed and in the preparation of his grain for market. Are you doing this? or do you really prefer to pay as much for poor, dirty stuff as for bright, clean grain? The remedy is in your hands.

ALL CONTRACTS for future delivery of grain should be made in writing and the quantity, quality, price, place and time of delivery clearly stated. This reduces the opportunity for misunderstanding to a minimum and insures the buyer more rest in case the market becomes attached to a sky rocket.

ELEVATOR men who store grain for farmers may relieve themselves of some lawsuits by specifying in their storage receipts as to whether grain is stored at owner's risk of fire. It is safer and more satisfactory to charge enuf extra storage to cover the cost of insurance and then keep the grain insured in a reliable company.

INDIANA and Ohio shippers are in a quandary as to how they can best dispose of the mixtures of oats and wheat being

received from farmers. It seems that some lots of the mixture is being sold as wheat and others as oats. Machines are made which will separate wheat from oats and each grain can be sold on its own merits.

BUYERS who put off joining their state associations because they have had no "trouble" at their stations are taking a very narrow view of the matter, as they will see by a little reflection; but what guaranty have they that they will always be as well off? Does a man neglect to insure his life for the reason that he has had no warning of death? Occasionally there is one who does.

SOME shippers are receiving market quotations which they do not need and never take from their wrappers. A while ago they asked for them, and the receiving houses by which they are sent fear to offend by cutting them off. When circulars or postal cards are no longer of service, those who issue them should be notified, as that is only ordinary business courtesy. Market reports cost, on the average, about \$7.00 a year for each address.

HAVE your shortages been greater at one market than at others? Write to your receiving house there, giving the facts as fully as possible, and ask what explanation they have to offer. "Knocking" of the right kind is beneficial to the trade, for without it no reforms would be brought about. Commission merchants are always aggressive in championing the interests of shippers who look after them closely themselves. Little attention is paid to the rights of easy-goers.

WILDCAT insurance companies never pay a loss or rebate a premium. Their only mission on earth is to give cheap fakers an excuse for collecting coin from suckers. If you want insurance that insures patronize the reliable mutuals advertising in the Grain Dealers Journal. They furnish it to policyholders at cost. Their stockholders are their policyholders. Their dividends are growing as eltr. men come to appreciate the direct advantage of reducing the number of fires by exercising greater care in minimizing the fire hazard.

A SPARK from a passing locomotive set fire to the shingle roof of O. C. Gordon's elevator at Summitville, Ind., July 20th. Fortunately, barrels of salt water and buckets had been provided in advance and the fire was extinguished with small loss, even before the arrival of the local fire department. It is but a short time since a Kansas elevator which was struck by lightning was also saved thru the efficacy of salt water. Too much praise cannot be given to this simple tho effective apparatus for extinguishing fires in their incipency. If you have no barrels of salt water and buckets about the eleva-



tor it is your first duty to yourself and your insurance company to place such apparatus at every convenient point about the plant and keep it in working order. The mutual fire insurance company will make good your loss on property insured, but the loss thru suspension of business comes out of your own pocket.

IN THIS number is the report of another meeting of grain dealers at which a paper was read by a miller on the relation of the miller to the grain dealer. This question has been discussed at many meetings of dealers this year, and more and more millers are joining the grain dealers assns. If these two factors of the grain trade get closer together and establish social relations by meeting occasionally in convention there will be no further need of discussing the problem. The millers and the grain dealers will settle it themselves.

GRADING farmers grain before buying is about the only way the shipper can buy this year and realize a fair profit. The wide variation in the quality of each grain in different sections of the country is greater than for several years past. The growers fully appreciate that there is a vast variation in the quality of the grain they gather from their fields, and as much variation in the quality due directly to greater care of some than other grain, they are backward in admitting it simply because they know they should be docked for poor quality.

WILDCAT fire insurance cos. having offices at Chicago, also their bank or loan and trust company, which furnished certificates of reliability, are being closed up by their victims and the federal authorities. No doubt others with new names will be started soon as the suckers are ever eager to obtain cheap insurance (?). It may please these economical policy (?) holders to learn that one of these reference banks has been sold for the enormous sum of one dollar. Investigate the companies in which you have policies, then place the risks with the established elevator and mill mutuals. They charge you only what it costs to carry the risks.

THE enemies of Governor Yates continue to drop from the grain inspection dept. and other public offices used primarily to reward politicians. Of course the new men will know all about grading grain and something about politics. How much better it would be if business and politics could be divorced. Civil service can make the work of the grain inspectors no worse, but it will not insure that much needed efficiency in the grain inspection dept. of Illinois to which the trade is clearly entitled. The greedy politicians should be driven out of the grain inspection business. The organized exchanges can keep efficient men in charge

of the work all their days and without any regard to the political work or affiliations.

DUPLICATION in receipts at primary markets greatly reduces the value of the reports. Altho Minneapolis receives more barley than any other primary market, little of it is consumed there and most of it is reshipped to Duluth, Detroit, Milwaukee, Chicago and St. Louis, where it is again included in the primary receipts.

CLEAN your grain carefully before shipping and be insured the receipt of better returns from its sale. Ofttimes shippers have so many different grades of grain in the same car as to bewilder the inspector, and of course the rules require him to give each car the grade of the lowest quality contained therein. Shippers who run their grain thru a cleaner bring the entire lot nearer to a uniform quality even tho they fail to get it any cleaner. The operation of a grain cleaning machine is not difficult. There is nothing mysterious about it and any man of average intelligence can with a little practice work a wonderful improvement in his grain.

RECIPROCAL DEMURRAGE continues to gain new champions, and no doubt if shippers and receivers persist in contending for the adoption of equitable demurrage rules, which shall be fair to shipper, receiver and carrier, eventually the carriers will adopt such rules without being forced by law to do so. The primary purpose of the present demurrage rules is to hasten the release of cars, so that they can be supplied to other would-be shippers. By encouraging carriers thru the establishment of reciprocal demurrage charges to hasten delivery of freight, the shipping public will be discommoded to a less degree and the carriers' earnings increased proportionately.

A RESOLUTION introduced at the annual meeting of the National Asso. at Milwaukee provided, among other things, "that it is not good business ethics for a grain commission merchant to buy in for his own account any grain that has been consigned to him, to be sold for account of the shipper." It is difficult to understand why any dealers should hesitate to adopt a resolution along this line. Some grain commission merchants have been indulging in practices of this character, for two were detected in doing so during the past year. A Duluth firm against which a suit was brought on account of this practice still stands charged with buying consignments to itself. The other provisions of the same resolution denounce practices just as heinous.

Much of the rice polish produced in America is shipped to Germany and made into buttons.

The condition of spring and winter wheat combined, July 1, was 84.5 per cent, compared with 80 a year ago.

## TWENTY-FOUR HOURS ENOUGH FOR REJECTION.

Limiting the time for rejection of grain to twenty-four hours after the purchase is reasonable, and no market which strives to encourage consignments can hope to succeed without a rigid enforcement of such a rule. Permitting a buyer one, two or three weeks, or until grain reaches his elevator, to confirm or reject purchases of grain is not reasonable if any consideration whatever is to be given to the rights of the shipper. Minneapolis, Kansas City and some other markets are still striving to protect the shipper and at the same time give the buyer as many days or weeks as desired to reject.

The condition and quality of grain often changes in a week and more frequently within two weeks, yet during all the period of deterioration the shipper would know nothing of it, neither would the buyer, until the car arrived at his elevator for unloading; then he would throw the grain back on the shipper. The practice cannot be defended, hence should be discontinued.

## ONE CAUSE OF MYSTERIOUS FIRES.

In looking about to reduce the fire hazard of your elevator and thereby the cost of insurance, do not overlook any opportunity to reduce the choking of elevators and the generation of friction, either thru clogged elevator legs or dry journals. Friction is responsible for more of the mysterious fires in grain elevators than all other causes combined.

The corn sheller is generally hidden in a dark corner of the cellar and the elevator heads are so far away that the operator, who already has plenty to do, dislikes even to think of visiting either. Yet it is well known that these two machines, the sheller and the elevator, merit more careful attention from the oiler than any other part of the elevator equipment.

Automatic alarms, hand-holes and glass windows in elevator legs of many different varieties have been devised for assisting the elevator operator in detecting choke-ups, but many fires are still traced direct to this cause and will continue so until elevators are equipped with facilities for preventing the choking of legs and the resulting friction.

## RECIPROCAL DEMURRAGE.

Reciprocal demurrage is gaining new friends and new champions. The St. Paul Board of Trade has taken up the agitation in favor of reciprocal demurrage charges in earnest and is engaged in assiduously circulating literature in favor of all who cause delay of freight or transportation facilities being charged alike.

Some of the grain dealers assns. are also taking up this cry and more legisla-



tion along this line can soon be expected. Bills have frequently been introduced in the state legislatures providing for reciprocal charges for delay, but with a few notable exceptions all have failed to be enacted into law.

That is due entirely to lethargy of the shipping public. All that is necessary to arouse shippers to a clearer conception of their own rights and the impositions which are heaped upon them by the rail carriers is to keep them agitated. Some shippers are so very busy that they deem it time lost to read about what their state asso. is doing, hence are not in a position to assist intelligently in the promotion of mutual trade interests. However, the dealers of this stamp are disappearing, and the vigilant, wide-awake dealer, who keeps posted, keeps up-to-date, is fast increasing in number.

## POWER OF FEDERAL AND STATE RAILROAD COMMISSIONS.

The Interstate Commerce Commission recently ordered the Mobile & Ohio R. R. to reduce its unlawful rates on grain and grain products, but its order is ignored just as it has been by many other railroads in the past.

In sharp contrast with this case is that of the Mississippi Railroad Commission, which ordered the Alabama & Vicksburg to haul grain and grain products from Vicksburg to Meridian clear across the state for 3½ cts. per hundred pounds. The railroad company secured an injunction, but this has been dissolved by the court at Jackson, which decided that the state railroad commission has the right to fix rates, even below the cost of hauling when it was shown that the railroads had given such a rate to a favored few.

It seems ridiculous that state railroad commissions should be able to enforce almost any kind of an order, while the Interstate Commerce Commission merely goes thru the motions and the railroads pay little or no attention to it. When the people bring enuf influence upon Congress, the federal commission will be given the power needed to make it of some use to the shipping public.

## ANOTHER CROP OF EASY SUCKERS CAUGHT.

Another of Chicago's bucket-shop operators, after fleecing easy marks out of from \$200,000 to \$500,000, has mysteriously disappeared and the would-be speculators are wondering where they will get their checks cashed for the balance due them.

At least a dozen times during the existence of this swindling concern, which advertised quite extensively in Chicago newspapers, we have called attention to the fact that having an office next to Board of Trade, or a membership in a New York exchange, did not give the

same protection to country customers as a membership in the Chicago Board of Trade.

Every year bucket-shops all over the country close their doors and leave their customers to hustle for the amount due them, but despite the warning of these expensive experiences, no sooner do the sharks reopen under a new name than the suckers flock in with a persistence that is more pitiful than amusing.

Those who desire to speculate and can afford to do so, can be accommodated by regular members of the Board of Trade who are required to fill every order in the open market, thus insuring the speculator a voice in the making of the market, and thereby increasing the chances of his opinion being correct.

## "NOT NEGOTIABLE" BILLS OF LADING.

It is rumored that the American Shippers Asso. has won a victory, and that the trunk line railways will waive the signature feature of the new uniform bill of lading which they propose to force upon the shipping public Oct. 1st.

Even tho this feature of the obnoxious bill be eliminated, it is still decidedly objectionable to the grain shippers of the country. The carriers insist on retaining the "Not Negotiable" provision.

Their only argument in favor of this objectionable feature is that it will enable Pennsylvania carriers to comply with a dead law, passed in 1865. It seems ridiculous that the intelligent shipping public should be discommoded upon the theory that unless Pennsylvania carriers do comply with that old law, they may some day be arrested. Horrible fate!

The bill as it stands at present, even with its exception, provided in clause 9, would not be acceptable to Chicago banks, as commercial paper. Hence it behooves the grain shippers of the country to protest most vigorously against this feature of the bill, as well as the advance in freight rates of 20 per cent.

The real purpose of the new uniform bill of lading is to release carriers from all liability for loss or delay. If shipper desires, he may have his property carried, not subject to the conditions of the uniform bill of lading, but at the carrier's liability, limited only as provided by common law and the laws of the United States and the several states, but at a 20 per cent higher rate than if shipped subject to the conditions of the uniform bill of lading.

Protests against this iniquitous imposition cannot be entered too quickly or too vigorously. With a 20 per cent advance in freight rates and a non-negotiable bill of lading, which would require grain shippers to borrow large sums of money in order to carry on business, the prospective October conditions of the grain trade are not pleasing. However,

it is within the power of the grain shippers of the country to prevent the imposition of this burden.

## SWEEPINGS AT HAMMOND.

The more careful shippers are in selecting a market for each shipment of grain the greater will be the net profits of each year's business. Each market has some disadvantages, that merit close scrutiny and in light of the losses traced directly to inferior weighing facilities, careless weighmen, sweeping cars and lack of yard watchmen, it will prove very expensive for the shippers to patronize markets where these slipshod methods prevail.

According to the Evening Democrat of Kankakee, Ill., Sid McHie, the Hammond, Ind., eltr. operator, has doubled his Aroma farm and now has 680 acres. After telling about the different pieces purchased the Democrat frankly says:

Mr. McHie intends to fatten stock extensively and for this reason increased his land holdings. The McHie elevator at Hammond is of a million bushel capacity. In unloading cars grain shovels operated by steam are used. There is always some grain on the floor and corners that the scoops can't pick up, a few bushels to the car; this grain will be swept up, run through a fanning mill, and shipped to Waldron for feeding purposes.

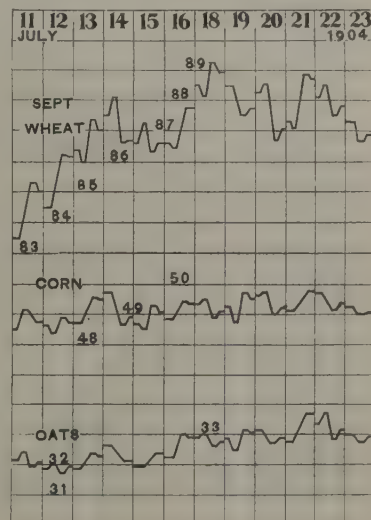
If the sweepings at the Hammond eltr. are sufficient to warrant the owner in devoting 680 acres of valuable farm land to feeding in order to dispose of it, surely it behooves the shippers to that market to investigate before making further shipments. "A few bushels to the car" will often make or wreck the dealers profit on the shipment.

It will be remembered that the dull boy who was sent to mill admitted: "I do not know whose grain makes the miller's hogs fat." Mr. McHie will immediately brand the Democrat as the same kind of an idiot.

The proper place for the sweepings is in the receiving sink with the rest of the shipper's grain. We are confident the shippers will like it much better than feeding cattle on the Aroma farm.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for 2 weeks prior to July 25 are given on the chart herewith.





## Asked— Answered

### CHAIN OR BELT BEST FOR ELEVATOR?

Grain Dealers Journal: We are thinking of putting in a new elevator, and would like to know which is best, chain or belt?—Maxim & Russell, So. Paris, Me.

### "GRAIN OF GLUTEN" FEED WANTED?

Grain Dealers Journal: Can any of the readers of the Grain Dealers Journal tell us where we can obtain a feed known as "Grain of Gluten?" If so, the address would greatly oblige us.—Stockbridge Elevator Co., Jackson, Mich.

### OWNERSHIP OF SHIPPER'S ORDER GRAIN ON ARRIVAL.

Grain Dealers Journal: In reply to Peterson & Wright, of Akron, O., I would say that the ownership of shipper's order grain always rests in the shipper upon arrival at destination. The consignee has no rights whatever, except to receive notification of arrival. The consignee can not get possession of the grain until he has received the bill of lading, from the shipper or the shipper's bank.

At stations where the railroad agent is upon very friendly terms with the consignee he will sometimes permit the latter to unload the car without showing the bill of lading, trusting to the latter's honor to settle with the shipper.

Of course, if the consignee fails to pay and the shipper complains to the higher officials of the railroad the station agent is likely to lose his job for loose methods.—Lex.

### A STORAGE RECEIPT.

Grain Dealers Journal:—I notice in the June 25th number a correspondent asks for a form of a receipt issued by country elevators to farmers for grain stored.

Herewith I send a form of certificate which I have been using for two years, and have not had any trouble in settling with farmers. The stub, bearing a dupli-

cate of the receipt, is signed by the farmer and weighmaster.—J. Harvey Knauer, Corunna, Ind.

### King's Crop Report.

The annual crop report of C. A. King & Co., issued July 20, was compiled from 3,152 reports received during the preceding three days. It shows Kansas wheat crop has been damaged about 25 per cent this month by rains. Sumner County there, the largest wheat producer, raising as much as Michigan this year, shows about 30 per cent damage. Ten largest wheat counties, raising over third of the crop, average around 25 per cent.

Missouri reports about 10 per cent damage this month by rains. Ohio and Indiana about 5 per cent damage, mostly by rust. Illinois only slight damage; Michigan none. Quality will be good outside Kansas and Missouri. Crop in Southwest will move freely last week of July, with favorable weather. Trifle over half say farmers are inclined to sell freely. Most millers will import considerable wheat. Ohio, Indiana and Michigan now expect only half as much as short crop last year; Illinois half more, and Missouri third more. Kansas may secure quarter less than 1903 large crop. Clover seed promises fair, but late.

Quality will be the poorest in Kansas and Missouri. Over half there is expected to grade below 2. Ohio promises the best and mostly 2 wheat. Indiana has nearly as good, Illinois not quite as desirable. Michigan now expects good quality. 936 of the total reports say two-thirds will grade 2; 598 say half will; 561 say only a third will, while 707 say nearly all wheat will be below 2 in quality.

We do not discriminate against non-members or farmers elevator companies who conduct their business on business principles and maintain it by earning profits.—J. J. Quinn, secy. Tri-State Grn. Dirs. Assn.

The loss of weight during storage was observed in an elevator in Michigan, where 1,500 bushels of wheat in a hard and dry condition were stored immediately after threshing. After 10 days a shrinkage of a little over 30 bushels, or a loss of about 2 per cent, had occurred.—Dept. of Agriculture Year Book.

## Letters From Dealers

### KEEP A SAMPLE OF EACH SHIPMENT.

Grain Dealers Journal: When I read an article in the Journal calling attention to the desirability of keeping a sealed sample of each carload of grain shipped out, I felt as though I would like to have every customer of our firm see it; for that is just what a great many fail to do, and when there is complaint at this end about the quality, it is sometimes a bit difficult to make them see the reason for it. Had they retained average samples or samples of each quality put in the car, if more than one kind has been loaded, there would be no trouble.

I would like to add just a word more. If you load grain that is wet, damp or tough, keep a sample of it in some cool, dark place, where it will not dry out. Otherwise, by the time the car arrives at destination, the sample will not fairly represent the quality of the grain, or rather its condition. I have known a great deal of misunderstanding and hard feeling to be caused by just this one fact, simple as the matter may seem.—Miller.

### NOT PROFITABLE TO GO AROUND BROKERS.

Grain Dealers Journal: The contention of Edw. P. Merrill of Portland, Me., that Western shippers never do as well by selling directly to retailers as through reliable commission houses on the local field to which he refers, may be somewhat broad, but it was certainly borne out by an involuntary experience which I had last year.

Having a large quantity of salvage barley to dispose of for which I could not make satisfactory arrangements through any brokerage firm in the East—as none of them wanted to handle it on the usual terms—I started in to peddle it out, a carload at a time; and it nearly turned my hair gray. The stuff seemed to be possessed to linger at every side-track on the way down. It was transferred for no ap-

## Corunna Elevator

No. \_\_\_\_\_ Corunna, Ind., \_\_\_\_\_

*Received* into the CORUNNA ELEVATOR from \_\_\_\_\_

\_\_\_\_\_ of \_\_\_\_\_ township, County of DeKalb,

for account of J. HARVEY KNAUER.

\_\_\_\_\_ thousand \_\_\_\_\_ hundred

( \_\_\_\_\_ ) pound \_\_\_\_\_

This load delivered at elevator by \_\_\_\_\_

\_\_\_\_\_ Weighmaster

I hereby sign over the grain delivered in the Corunna elevator to the person whose name appears in this receipt for which I am to receive the market price for such grain when called for. Further said J. Harvey Knauer is to receive ..... cent per bushel per month for the time that this grain is stored in the elevator, and that he is to keep the same fully insured. In case that the elevator should be blocked said J. Harvey Knauer reserves the right to ship said grain.

Signed \_\_\_\_\_



parent reason that I could make out, and tracers sent from this end were almost useless. Then came refusals, all at a long distance and in territory where I had no personal acquaintance, with endless disputes as to settlements and slow collections.

It was several months before I could get the matter finally cleared up, and when I came to figure out how far I was ahead by saving brokers' fees, the figures added the wrong way down. Since that time I have stuck to my usual method, even though the opportunity comes to place a lot direct at a good price. Mr. Merrill is about right.—S. C. R.

## ONLY A PIPE DREAM.

Grain Dealers Journal: Not long ago a leading Western paper printed the following dispatch, said to emanate from Chicago:

"The so-called small shippers of grain on the Board of Trade are planning a resumption of their long-fought campaign for better national legislation affecting the grain business. They will appear before the next Congress prepared to fight for a measure which will place them on a level with the more powerful big shippers. They will demand that the interstate commerce commission be empowered to regulate railroad rates, so that it may afford the same concessions and privileges which they say are now enjoyed by the larger grain shippers. It has not been decided yet who shall be at the head of the movement, but it is said he will have the support of the small shippers of Kansas City, Toledo, St. Louis, St. Paul, Minneapolis, Duluth, Cleveland, Indianapolis, Cincinnati and other important centers. A fund will be raised and a corps of competent attorneys employed."

Is this the pipe dream of a correspondent, or has such an organization actually been formed? In the latter case, can the Journal or any of its readers give the name of the Secretary?—C. O.

## DOCKING FOR FUTURE SHRINK-AGE.

Grain Dealers Journal: The movement to secure the abolition of carload dockage is one which should be vigorously pushed in all markets where the practice still obtains, not only by the national and state associations, but also by the receivers. It is a duty that the latter owe to their shippers; and they, in fact, are the ones best in position to bring about this reform.

Probably there are few dealers who know that the matter has on several occasions been the cause of a lively contest between the commission merchants and elevator proprietors at Milwaukee, and only vigorous action on the part of the former has prevented a revival of the practice. Within the past twelve or fifteen months the superintendent of an elevator controlled by one of the railroad companies, acting either on his own initiative or under instructions from higher officials, actually began to deduct a certain fixed amount for "wastage" from the weights returned to receivers, and protests were of no avail. A leading commission house, however, immediately put in claims for payment of the difference and induced others to take the same stand. The general agent of the company was also, if I remember rightly, enlisted in the fight on the side of the receivers, and eventually the officials at Chicago gave

orders to have the practice of dockage cease. Thus the establishing of a bad precedent was effectually prevented, as it has been at different times in the past.

Is there any reason why commission merchants in all large terminals should not be equally vigilant in protecting the interests of those who consign grain to them? By acting as a unit on any important question they wield a tremendous influence, and there are few needed reforms such as that above mentioned which they cannot bring about. Any one of these may mean for them a temporary sacrifice of trade, which is probably the consideration that impels hesitation on the part of so many, but in the end they and their market will be largely the gainers. Why do not more of them awake to this fact?—A. T., Milwaukee.

## AN ECHO OF THE KARGER CASE.

Grain Dealers Journal: I have read the report of the Milwaukee Chamber of Commerce investigating committee in relation to the Karger matter, published in the Grain Dealers Journal of May 25th. The facts developed in the trial of the case of Weyer vs. Karger before Court Commissioner Scheiber gave rise to the investigation.

According to the referee's report of his findings, the testimony indicated that Solomon Karger, one of the defendants to the action, himself kept the books and knowingly made false entries, that he made out all the accounts of sales, and it may be remembered that he identified sixteen of them upon the witness stand. That testimony was not disproved or even denied altho Karger was represented by able counsel and was given every opportunity to do so.

The committee was charged by the directors to investigate the foundation of the referee's report and findings and it says that "after weighing all the evidence introduced it finds Solomon and Julius Karger had no guilty knowledge of the dishonest methods employed by an employee." The reason for the inconsistency of that report is, that the established facts which started the investigation were ignored and not taken up or looked into or taken into consideration. The committee was hypnotized by a silvery tongued lawyer and it has been said that the lawyer had it all his own way, so what else could the committee do?

The outside trade has taken an unusual interest in the proceeding, and whether it will stand for such rot remains to be seen. The committee in its report further says that "no traces of the day book were found." Of course not. Could the accused parties be expected to furnish prima facie evidence? It was masterfully explained by counsel that the Court Commissioner's report had not yet been confirmed by the court and no verdict was rendered, and argued that therefore the testimony taken before the referee could not be used as evidence in the investigation. True, no confirmation by the court of the Commissioner's report was had and no verdict was rendered; that was shrewdly forestalled by a settlement in full in behalf of Karger Bros. with the plaintiff, Peter Weyer.

Mr. Weyer was awarded \$534.16 by the referee, but says he received the sum of \$800 from Karger Bros. and so consented to withdraw the case before the judge had a chance to confirm the Commissioner's findings and report and render a verdict. The facts which were brought out in the hearing before the

Commissioner are still a matter of record and have yet to be disproved or denied.—A. M. E.

## CONSECUTIVE SEAL NUMBERS.

Grain Dealers Journal: The adoption of a system of consecutive seal numbers by the railroad companies would undoubtedly render it much easier to trace shortages due to loss of grain in transit, and there is one way in which individual dealers can bring effective pressure to bear upon the various carriers. It is this:

When filing a claim for loss, send also a letter expressing your personal desire and that of the trade at large for the installation of a system of consecutive seal numbers and adduce such facts and arguments in its favor as may occur to you. Do not assume that what you say will not be given proper consideration. Railroad officials nowadays keep in pretty close touch with the sentiment of their shippers, and letters indicative of this are not only carefully read by the one who receives them, but are passed along the line, until often they have been brought to the attention of practically every official whose department they affect. Not infrequently an apparently small matter will be made the subject of a council, for the reason that it brings up something of importance affecting the general policy of the road.

Where a number of shippers write about similar matters in their own way, so that it does not bear the appearance of machine-made spontaneity, their letters have a very decided effect, and constant pressure in any one direction will work wonders. The officials who actually do the work are, as a rule, anxious to accommodate shippers, and when they are unable to do so it is usually because they cannot carry their point with Eastern directors. This the writer personally knows to be true.—W. H. Worth.

Floating transfer eltrs. on the eastern seaboard are said to number 41, of which New York and Montreal have each 17, of 178,000 and 100,000 bus. hourly capacity. Philadelphia has 3 with 16,500 bus. capacity, and Norfolk 4 of 6,000 bus. capacity.

The Grain Dealers Nat'l Assn. is fortunate in being able to secure the services of its old Arbitration Committee another year, and it will be made up as heretofore by Jay A. King, Nevada, Ia., chairman; Warren T. McCray, Kentland, Ind., and Adolph Gerstenberg, Chicago. The Executive Committee selected is composed of R. B. Schneider, Fremont, Neb.; H. L. Goemann, Toledo, O.; Jay A. King, Nevada, Ia.; A. F. Brenner, Minneapolis, Minn., and Geo. A. Stibbens, Chicago.

To begin with, the crop guessers left their estimate of the crop of 1903 some 30,000,000 to 40,000,000 too high. They seem to be too busy now guessing the 1904 crop way up to correct their errors on the last one. It is about impossible to show through distribution that the 1903 crop exceeded 600,000,000 bushels. That will cut considerable figure in starting on the new crop. There is no necessity to plunge or get wild on the bull side, but for a steady, consistent and determined long, who will fix the real facts and conditions in his mind and keep them there the crop year of 1904-5 will present the finest opportunity for money making that has been offered in many years. Much better than last year.—E. W. Wagner.



## Bunching Cars.

By Broker.

I notice that what is called "bunching" cars has been the subject of rather acrid remark in a recent issue of the Journal; and there appears to be some misunderstanding in regard to this practice—at least so far as I am familiar with it.

Possibly it is the custom of some receivers to "average" sales, with the object of selling their own grain at relatively high prices by placing it in a string with samples representing cars consigned to them; but I do not believe that this is very generally done. If any instances of it come to light they should be prosecuted promptly and severely, for it is essentially dishonest.

There is, however, a system in common use among commission merchants which inures to the benefit of shippers, viz.: placing in one string samples of somewhat similar quality and disposing of them to one buyer on the basis of one common price. After such an agreement is reached, the lot is carefully gone over, sample by sample, and a proportionate price fixed for each, according to its quality. One price will, of course, be above the common figure and another below it. Every load is thus the subject of a separate sale.

To any commission merchant the advantage of this system is plain. It effects a saving of the time involved in selling, which is of great importance when receipts are heavy; and it has been found from actual experience that more favorable prices can be realized in this way than when each load is made the subject of a "dicker." Buyers are not ignorant of that fact, but they derive their benefit from the facility which it gives them for passing around quickly among the different tables, selecting just what they need and keeping a close run of the market. Having agreed on a price for a string, they merely jot down the car numbers

at the time and come back towards the close of the session to fix with the seller an exact price for each load.

Of course, this practice is allowable only where *all* the cars in the string are for sale on commission. Any grain belonging to the receiver should be kept entirely separate. Conscientious care must also be taken not to favor one shipper at the expense of the other; but this is one thing in which country dealers are obliged to trust their commission merchants. If the latter is disposed to cheat them in any particular, he can find innumerable ways of doing so. Hence the necessity of entrusting business only to those who are known to be reliable or give some assurance of being honest. As a rule, it will be found that there are no more rogues on the grain exchanges than in any other line of trade; in fact, their number is probably very small, owing to the rules which are made and enforced by these bodies, the majority of whose members are certainly men of undoubted integrity. Any irregularity is certain to "out," sooner or later, and in nearly all cases offenders are ignominiously expelled.

Country shippers do not seem to appreciate the value of the protection which is given to them by such organizations as the Chicago Board of Trade, any more than they realize the benefit which they gain from association work. To get the full advantage of either shippers should lend the force of their co-operation to those charged with maintaining the necessary regulations. When fraud or irregularity is suspected, the matter should be taken up *at once* with the proper officials and an opportunity given them to act as circumstances require.

Pick out the bad ears before shelling.

The southwestern grain trade has experienced a period of dullness. On July 13 not a single car of grain was received at Atchison, Kan.

## Plans of 10,000-Bu. Line House.

The elevator shown in the plans reproduced herewith was designed as one of a line of country elevators, with only such machinery as is necessary to put the grain on board cars at the least expense. The storage capacity of 10,000 bus., tho small, is quite sufficient for a line house in some districts.

Cement concrete is used in the cellar, under the dump and for the engine room floor. The cellar floor is 12 ft. below the track level, giving ample pitch from dump to the boot of the single stand of elevators.

Above the stone foundation the bin walls are framed, as shown in the first-floor plan, and covered with ship lap, and securely rodded.

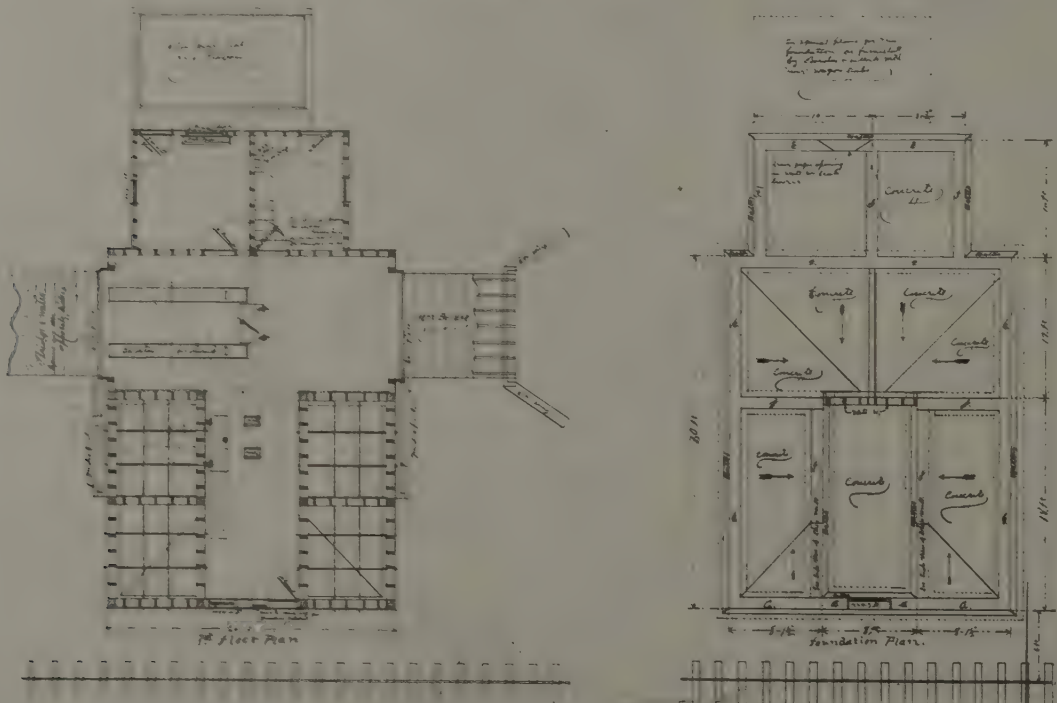
The house is 45 ft. 6 in. high, the extra length of the 53-ft. elevator extending down into the cellar. On one side of the gasoline engine room and office is the driveway and dump; on the other side is the 4-ton Howe Wagon Scale. The building is 24 ft. 3 in. x 40 ft.

The shipping bin is hoppers to the side of the building and has a cast iron hopper bottom emptying into a flexible loading spout. The engravings herewith show end and side elevations and first floor and foundation plans. The house was designed and built by Wm. W. Lockwood.

## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to July 25 have been 5,924,000 bys., compared with 8,452,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to July 25



First Floor and Foundation Plans of 10,000-bu. Line House.



have been 5,884,000 bus., against 9,206,000 bus. for the corresponding period a year ago.

## Buffalo Grain Man Kills Three.

The members of Buffalo's grain trade had hardly recovered from the shock of the drowning of Mr. F. J. Miller when it was horrified by a triple murder committed by one of its respected members.

On the morning of July 15 it was discovered that Edgar T. Washburn, of the grain firm of Heathfield & Washburn, had killed his wife, daughter and himself. Brooding over what now seems to have been imaginary business troubles, Mr. Washburn in a fit of temporary insanity sacrificed three lives. He was 49 yrs. old, his wife 44, and his daughter, Gladys, 14 yrs. His only son, Dr. E. P. Washburn, of Brooklyn, was married in Buffalo ten days previous.

Before committing the horrible tragedy he mailed a letter to his partner, W. G. Heathfield, in which he said:

My Dear Brother Billy: I am about to take a step which will be a severe blow to you and to all who have ever held me in regard and esteem. I have striven hard to make a success of life here, but there seems to be something that forever upsets my plans. I have hoped that I might succeed in business, not so much that I craved the money for selfish purposes, as that I might do a good work in the world.

Do not think I feel that I am getting off easily. My belief in a future life teaches me that I must suffer untold agony, but I am a blight upon those whom I love and upon those who love me, and it seems best that I should drop out of the lives of all of earth's children, and perhaps some time, somewhere in the future I may be permitted to work myself into a niche in life where I may be able to atone for my errors. . . . Be lenient with me, for I love you as a brother, and if I had 10,000 lives I would give them all to save you from the pain and misery that you must suffer through me.

It grieves me to lose the esteem of my associates, and if there is any one whom

I have wronged it has not been intentional, and I hope that they may forgive me as they would be forgiven, for I am sincerely repentant for any wrong that I have done.

If Mr. Washburn had any business troubles of consequence they were unknown to his partner, and, according to



Edgar T. Washburn, Buffalo.

our Buffalo correspondent, have not yet come to light.

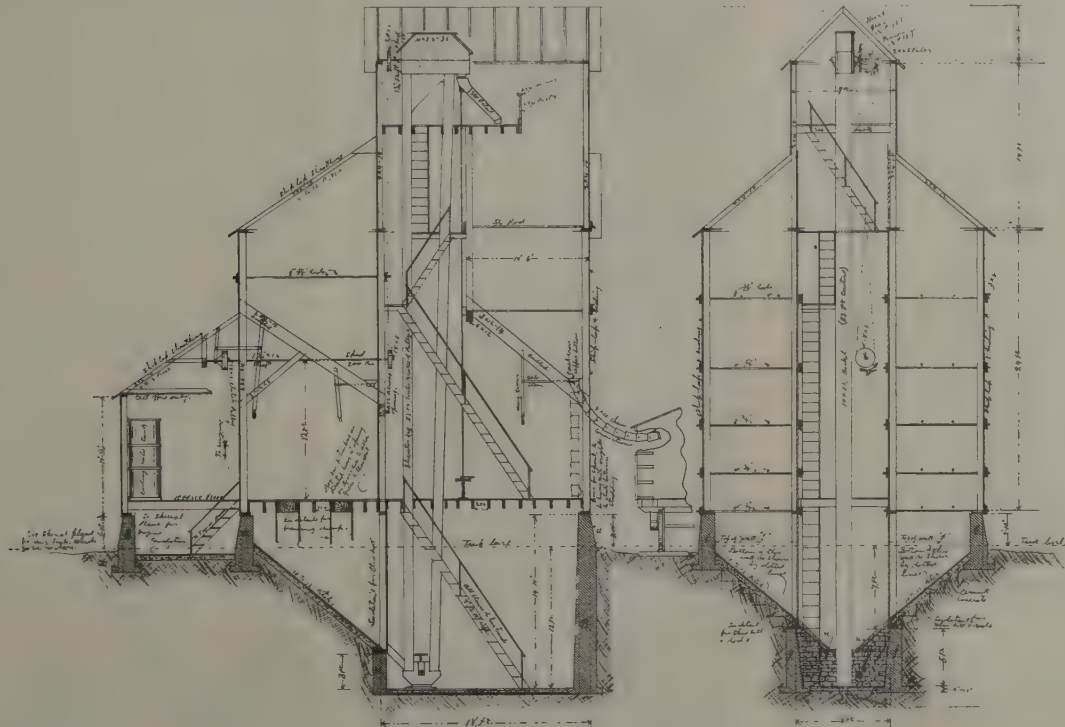
LATER.—At the inquest held July 22 it was intimated that Mr. Washburn did not commit double murder and suicide. Some of the money which he withdrew from the bank cannot be accounted for.

Buckwheat exports for the 11 months prior to June 1 amounted to 31,000 bus.; against 117,761 bus. during the corresponding period of 1902-3.

J. D. Shanahan, chief grain inspector at Buffalo, visited Duluth recently to make a formal protest against the grading of grain at that port.

On the smooth side of a grain of ordinary white corn a Flemish artist has produced what is said to be the smallest painting in the world. A microscope shows a miller climbing the stairs of his mill with a sack of grain on his back, a horse and a cart close by, and a group of idle peasants, all drawn with remarkable accuracy.

The Northwestern Warehouse Co., being the owner of a quantity of wheat stored at Barnhart Station, insured it with its coplaintiff, the Firemen's Fund Insurance Co., in the sum of \$1,250, which was less than its value. The wheat was destroyed by fire, which, it is alleged, originated through the negligence of the defendant company. The insurance company paid the warehouse company the amount of the insurance, and, by articles of subrogation, took an assignment of all right or claim which the latter company had by reason of the damages sustained, to the extent of the amount so paid, and both companies join in an action against the railroad company for the entire amount of damages sustained by reason of the fire. Judgment was rendered against the railroad. The Supreme Court of Oregon decided that where an insurer pays a loss under a policy of fire insurance in a less amount than the insured's loss by fire, and takes a subrogation assignment for the sum paid, the insurer and the insured, under B. & C. Comp. Secs. 27, 393, requiring actions at law and suits in equity to be prosecuted in the name of the real party in interest, are entitled to maintain in their joint names an action at law against a wrongdoer who negligently caused the loss.—Firemen's Fund Ins. Co. v. Oregon R. & Nav. Co. 76 Pac. 1075.



Plan of 10,000-bu. Elevator.—Side Elevation—End Elevation.



## Annual Meeting Wisconsin Grain Dealers Assn.

The second annual meeting of the Wisconsin Grain Dealers Assn., held in the Kirby House, Milwaukee, July 21-22, was called to order by Pres. Torrison, who said:

I have before me a program, the first subject on which is the president's address. You will notice that this program says the meeting is to be called at 2 o'clock. We have waited for our secy. to get ready since then until now, and in the meantime I have forgotten the address I was to deliver here. We will charge that to the secy.

I want to offer as an excuse the fact that so few are present. I remember a year ago at the forenoon session, which was the opening session, there were only half as many present as are here now. I want also to mention the fact that the millers are having a convention and several of the members of this asso. are in attendance there. They are there this afternoon because of the fact that they have no session this evening, but will probably be here this evening and tomorrow.

The membership of our asso. has more than doubled. This asso. started with 38 or 40. We now have a membership of 85, representing 195 houses. This is less than one-fourth of the grain dealers of the state, but the secy. has not been able to cover the ground in such a short time, and I think the growth of the asso. ought to be satisfactory to those interested. It shows progress, and no doubt a great deal has been accomplished, and still more remains to be accomplished. There are many grain dealers who hesitate about going into the asso., expecting to get returns before they make their investment. Some say they will not go in because they have no need of it.

There is a motto that my attention was called to a few minutes ago, "Not for self, but for all." It is the motto of the National Hay Dealers Assn. It would be well for the members of this asso. to impress that upon themselves, that we are not organized for each one's individual benefit, but that benefit must accrue to each one individually if the asso. is to prosper.

I am afraid that the purposes of this asso. are misunderstood by some and are not noticed by others. For that reason I think I cannot spend the few minutes I have in a better way than to read the objects of this asso., as contained in the preamble of our constitution. [Reads preamble.] I hope that our motto will be in fact, altho it has not been adopted, "Not for self, but for all." We know that an asso. of this kind can work much good not only to the grain dealer, but to the grower as well. If we make our business a matter of education to the dealer as well as to the farmer, it will benefit the farmer and the dealer and produce wealth where otherwise there is oftentimes loss.

Gentlemen, I will not further burden you, but will nominate the following comites:

Comite on Resolutions: Jas. Templeton, C. W. Cheney, A. G. Cox.

Comite on Nominations: F. A. Spoon, G. H. Schroeder, W. N. Shepherd.

W. P. Bishop was introduced and read the following paper:

### The Relation of the Commission Merchant to the Country Grain Dealer.

I understand this subject to relate only to commission merchants that are strictly sellers of grain on commission for the country grain dealer, and in that sense his agents; and I shall treat it from that standpoint.

There has always been a place in the grain trade for the commission merchant and always will be, to a greater or less degree, as there are always those who need their services in the disposition of their grain, and their assistance financially. There have been periods in the development of the grain business of the Northwest when the sentiment has been prevalent that the commission merchant would soon cease to be a factor in the trade, due to changes in business methods which enabled the grain dealers to dispense with his services; and there have been times when it looked as if that sentiment were well founded, for shippers have been influenced to turn their business into other channels that appeared to be more advantageous than consigning grain on the market to be handled by the commission merchant. In many cases such changes would be permanent, but many would conclude that the commission merchant could do as well by them as anybody and would renew their old place to him, and other shippers were found to take the place of those who changed permanently; so that the commission merchant is still a large factor in the grain business.

There have been, and are now, many men of great business ability and indomitable energy engaged in the grain commission business, of which I recall a few who have been identified with the Milwaukee market. Some of them many of you know personally, and some of them are now influential in the business; but some have long since passed off the stage of action and were only known by a previous generation, yet their memory still lives as among those who helped to develop the grain business of the Northwest. Such as these organized and built up the great Boards of Trade and Chambers of Commerce in the cities of the Northwest which now dominate the grain trade of the world.

These organizations seek to instil and maintain business integrity among their members; and to such a degree is this policy carried out that when a member is found to be lacking in that respect it is a matter of wide comment. Through these organizations it is possible to handle the crops of the country with the minimum of expense. They are necessary factors in the dissemination of information regarding values in the markets of the world and conditions which govern them. They have organized and maintained systems of inspection and weighing, for the purpose of harmonizing the interests of seller and buyer and for the protection of the country grain shipper; so that now, in nearly all leading markets, the grain shipped by the smallest dealer is as carefully and as accurately inspected and weighed as is that of the concern that handles millions, and in a manner usually satisfactory to both buyer and seller.

Through the influence of these organizations legislation for the benefit of the grain trade has been enacted, and railroad rates have been adjusted and equalized that have been and are now beneficial to the country shipper; and the Milwaukee Chamber of Commerce has been foremost in carrying out reforms of this nature.

In view of the conditions which I have mentioned, it is necessary that the interests of the commission merchant be allied with those of the country grain dealer, and they must have business relations. These relations may cover a wide range or may be restricted to narrow proportions, depending upon conditions, as relations of that kind may mean much or little, according to whether they are close or merely nominal in character. When we speak of a relationship, it is usually inferred that it means more than a mere acquaintance or knowledge of a person gained through some slight business or social intercourse. It means an alliance for mutual protection, benefit and advancement. Business relations are, of course, cultivated to a large extent, and through such cultivation friendships are often formed that are life-long.

Without some such relationship between the country dealer and the commission merchant, it is difficult to transact busi-

ness; and the more cordial and friendly it is, the more readily business is transacted and usually to the better advantage of all parties concerned. I take it that the subject assigned to me means that higher or friendly relation which on occasion rises above mere desire for gain and is based upon the wish to do all that is possible to further the interests of those for whom or with whom we are doing business.

The relations of the shipper and commission merchant must necessarily be confidential, for without confidence in the integrity and ability of the house to which he ships his grain the best results cannot be secured; and unless the commission merchant has confidence in the shipper he operates for him at a disadvantage. The time was when shippers, as a rule, looked upon commission merchants with suspicion, and no doubt there was in many cases good reason for it; but I think I am safe in saying that there has been improvement along these lines, due to better acquaintance with business houses and to shippers being more conversant with methods of doing business in terminal markets, and to some extent to improvement in the class of men in that line of business. This, no doubt, is largely on account of sharp competition for the favor of shippers, which results in the "survival of the fittest."

It is essential that the shipper should become acquainted with those who are in the grain business, whether he does business with them or not, for he never knows when he may have need of their services, and by being acquainted he is in a position to determine who will best serve his interests. So, when a lone traveling man calls upon you, representing a commission house, treat him well and get all the information from him you can, for it may prove to your advantage to do so; also call and meet the people you do business with, whenever possible, for if they are the right kind of people they will always be glad to see you, and it will tend to strengthen your relations with them.

The shipper may sometimes think that the commission house or its representative are too urgent in their efforts to promote relations, and consequently "turn them down," and possibly in some cases this promoting may be carried to extremes; but, as a rule, only the best interests of trade are sought for, and their efforts should be taken in that spirit. Experience has proved the necessity of such relations, and those who cultivate them the most, whether shippers or commission merchants, are the most successful.

Back of all this, however, must be the ability and purpose to carry out to the letter promises that are made and to meet with fidelity all obligations that are imposed. This is especially obligatory on the part of the commission merchant, for he is in all respects an agent of those who consign him their property, and he must stand ready to follow instructions; otherwise, previous confidential relations are liable to be suddenly terminated. No one realizes these conditions better than the commission merchant, and it is due to this in a large measure that he seeks to have as close relations as possible with his shipper, in order to be fully acquainted with his methods of doing business and to be conversant with his wishes in regard to the way his consignments should be handled.

Instructions from shippers cover a wide range and include the man who never advises a shipment (further than to make a draft), to the man who writes a full page letter stating what he knows about the market and winds up by fixing the price that must be secured if another shipment is expected from him.

The commission merchant must not only get the market price for the shipment, but he must meet drafts promptly, make prompt and accurate returns, and keep the shipper posted in regard to the market and changes in freight rates. He is also expected to perform many little services too numerous to mention which are of value to the shipper—all of which takes time and effort and involves more or less expense. The commission merchant is also expected by some shippers to know exactly what the market will do the next day or a week in advance, and his sales may be criticized if the market advances after they are made; but he is very sure to hear complaints if he holds too long and the market declines before he can sell.

Some commission merchants try to gratify the desire of their shippers to know the future of the market, and in some instances undertake to predict its course, which predictions in most instances make very interesting reading afterwards, as they generally illustrate how little he knew



about it. But the shipper is usually a patient fellow and willing to wait until the prophet strikes it right; so when his predictions fail he encourages him to try further by again calling for the desired information, and it goes on and on and probably will do so as long as there are grain dealers or grain to handle.

I might go on indefinitely and advise you how to weigh your grain and how to load your cars, and how to cooper them to prevent leaks; but you know as much about those things as I do, and probably more; so I will desist and only say that if you put your best grain on top of the load and the poor stuff at the bottom, don't curse your commission man if he is compelled to resell it at a liberal discount from the original price. Cultivate friendly relations with your competitor as well as your commission man, watch for the main chance, construe the golden rule properly, and success will crown your efforts.

The Pres.: We will hear the annual report of the Secy.-Treas.

Secy. Spoerri made the following report:

## Secretary's Report.

When the call was sent out to Wisconsin grain dealers to assemble at Milwaukee for the purpose of forming an Asso., the replies received indicated that the time was ripe. However, the actual attendance was small and the argument was advanced that in as much as only a small percentage of the grain dealers were present, it would hardly do to proceed.

In the promotion of all new movements there can always be found some few who are dead in earnest, and so it was at this first meeting, and the result was the organization of our Asso. on April 29, 1903, with fifteen charter members. These men were firm in their belief of the value of Asso. work and were decided and determined.

In carrying on the work during the past year, your Secretary has at all times endeavored to do so with the same earnestness and assurance as characterized the actions of the organizers, having in view always the advancement of the interests of the grain dealers in Wisconsin.

**MEMBERSHIP.**—At the present time we have enrolled eighty-five members, who own and operate elevators at 134 stations, which shows we have taken in about seventy new members since our organization.

I will be candid with you and say that the progress made during the past year has not come up to my expectations, yet I am equally frank to state that it is through no lack of industry and close application on the part of your Secretary.

There are several things which must be taken into consideration when summing up our work. In the first place, never before has there been an effort made to organize all Wisconsin grain dealers; to extend Asso. work to all sections of the state. It is true, there have been one or two assos. formed in times past, but their influence was purely local. This is the first time that a systematic effort has been made to cover the entire state, and consequently it has been uphill work.

I find, too, that local conditions at various country stations are such as to retard materially our progress. Owing to the spirit of unfriendliness which some dealers have toward one another, in some instances bordering on real hatred, each resolves that the other shall not make a dollar. In their rage they become absolutely indifferent to the rights of others and show utter disregard for every one and everything, but self, and hence demoralize markets at all surrounding stations.

Another reason is that dairying has developed very rapidly in sections which heretofore have produced large quantities of grain. I have found some stations which at one time averaged one hundred cars of grain on a crop, now at best show only fifteen to twenty cars.

There are, however, nearly five hundred independent grain dealers in Wisconsin, and if each will take a personal interest in this work of co-operation, we can have an Asso., I dare say, second to none in the state.

**GRAIN DEALERS' ADVOCATE.**—At the outset, we knew it would be necessary to keep our Asso. before the grain dealers, and in the propagation of our work your Secretary undertook the publication of a Monthly Bulletin. We had no desire to invade the field of Trade Journals, but merely to diffuse such information from

time to time as would be of general value and assistance to Wisconsin grain dealers. Grain dealers who conduct their business most intelligently are those who are best informed, and I think every Wisconsin dealer should be a subscriber to a leading grain trade paper.

**DIRECTORY.**—It is very necessary that we issue an official list of all grain dealers regularly established in the grain business in order that commission men, track bidders and receivers at terminal markets may know who are entitled to receive quotations.

Your Secretary is now at work on the compilation of such a directory, which, when completed, he hopes will be reliable and up-to-date. We recently mailed information blanks to all dealers and so far have received about 250 replies out of 500. This is a very important matter, and I respectfully ask the assistance of every grain dealer towards the issuance of a directory that shall be accurate.

**IMPROVEMENT OF SEED GRAIN.**—Early in the work it was forcibly brought to my attention how careless and apparently indifferent farmers were in the selection of seed grain. Our Asso. can do a vast amount of effective work along the line of encouraging farmers to be more careful in this direction.

Last February, Prof. R. A. Moore, Secretary of the Wisconsin Agricultural Experiment Asso., invited me to address his Asso. members at Madison on a subject along this line. The Asso. is composed of farmers from every section of the state. I did address the Convention, dwelling especially upon the matter of treating Seed Oats for the Prevention of Smut. Wisconsin farmers sustain a very heavy loss each year owing to the ravages of smut. Fields contain on an average of 17 per cent smut, which means a dead loss of something like twenty millions bushels of oats annually.

That portion of my address which had to do with the treating of seed oats and the harvesting of barley was reprinted in over thirty newspapers throughout Wisconsin, thus bringing the matter prominently before the farmers.

**SCOOPERS.**—One of the most aggravating and pestiferous evils in the experience of the country grain dealer is that form of illegitimate competition known as a "scooper." In the past year we have had a sample of two varieties. One scooper commenced buying grain at a station where there were two elevators and a third buyer was unwarranted, as the receipts were barely enough to supply the two regular dealers. The scooper was accustomed to taking his time in making up a carload, in several instances taking as long as two weeks to load a car. For some reason the railroad agent did not charge this scooper any demurrage according to the rules of the Wisconsin Car Service Asso.

Upon complaint from your Secretary, the matter was investigated and the agent was instructed to collect from the scooper such charges as should have been assessed, and this put an end to his scooping.

Another form of scooper, which some of our members and dealers encountered, was where an individual commenced scooping operations, working for a commission merchant on a stipulated commission basis. Do you think that any commission merchant who will approach you and solicit your business—then turn around and deliberately send an agent into your territory to do a scoop shovel business is entitled to the shipments of a regular dealer? Judge for yourself!

**JOBBERS.**—Another source of complaint which reached your Secretary was from country grain dealers who handled flour, feed and millstuffs, and who were annoyed by jobbers sending quotations and shipping feed direct to consumers. We have had two instances where jobbers have recognized the injustice of such work and have agreed to confine their business to regular dealers. Is it not unreasonable for the jobber to presume that he can hold the trade of grain dealers if he persists in encroaching upon the rights and into the realm of the regular grain and feed dealer?

**LOCAL CONDITIONS.**—The conditions existing at some country stations are in a very deplorable state, and it will require unceasing efforts to bring about a satisfactory state of affairs. Conditions in Wisconsin are perhaps more complicated than in other states, for at one station you may find a variety of grain buyers representing a maltster, a brewer, a miller, a lime company, or an independent buyer.

The solution of these problems which shall result in country grain dealers being able to conduct their business on a more

profitable basis depends largely upon the disposition shown by each individual, and the grain dealers must come to the conclusion that certain things must occur; some dealers will have to undergo a complete transformation, some must experience a change of heart, some must learn the kinship of self-control, while still others must learn the first rudiments of business.

**SCALES.**—One of the most important items in a country elevator is the matter of weights. Just weights and full measure injure no man. It is well to have absolute confidence in your weights, and this can be done only when you know your scales are correct, because they are tested regularly. Do not give the farmer an opportunity to complain on your weights.

Do you know how much grain you load in a car? What kind of a check have you against out-turn weights at terminal markets? When you make a claim for shortage, can you always substantiate your weights with reliable tally sheets?

It has been suggested that our Asso. engage the services of an expert scale man to test scales for Wisconsin grain dealers, the expense to be borne by the owners of the scales.

Your Secretary has investigated several claims for shortages at terminal markets, but in only two instances did we have country weights. I believe this is one point where Wisconsin grain dealers are lame.

**ARBITRATION.**—Arbitration is fast becoming THE method for settling disputes and differences. By its use friction is reduced to a minimum, disagreeable controversies are avoided, grievances are amicably adjusted, expensive litigations are evaded, and taking it all in all, it is the most pleasing and satisfactory way. I have prepared a set of Arbitration Rules which have been formulated out of rules of various assos., and the same will be presented for your consideration later on.

**TRADE RULES.**—In order that Wisconsin grain dealers may become thoroughly acquainted with the customs and usage of trade terms, I think it advisable for our Asso. to adopt the Trade Rules of the National Asso., and these also will be presented for your consideration at tomorrow's session.

**RAILROADS.**—The relation of the common carrier to the country grain dealer is a very important subject. Our interests are identical and there is no reason why we should unnecessarily antagonize railroad corporations. We have no desire to sow seeds of discontent in the hearts of the country grain dealer or seek to engender a spirit of animosity against railroads. One thing is sure—there are always two sides to a question, and we all have our shortcomings. Our interests are mutual and we must not be continually harping upon the obligations which the railroads owe the people. There are obligations incurred and benefits conferred. Our relation is one of interdependence. While it is true the railroads depend upon the people for their revenue, it is equally true we are dependent upon the railroads for many things which contribute to our welfare and convenience.

In conclusion Mr. Spoerri said: I am more impressed than ever from letters I received from country grain dealers, and from talks I have had with them, that there is a class of men who know too little about the grain business. I have sent out letters and the regular monthly bulletin has been very explicit and plain on some subjects, and yet I receive letters in which men will say that they did not know anything about that. I hope the grain dealers will take it upon themselves to educate themselves and to read regarding the grain trade. So many of us are centered at our little station at home, and that is all we know about the world. One of the specific objects of this asso. is to get the grain dealers together once annually, where they can meet and talk about subjects of interest to the grain trade and discuss plans for the betterment of the trade.

The Pres.: The next on the program is a paper by Secy. Ewer. I had a letter from him saying he could not be here today, but will probably be here tomorrow.

Adjourned.



### Thursday Evening Session.

At the opening of the evening session Frank H. Blodgett read a paper on the Relation of the Miller to the Grain Dealer, from which we take the following:

#### Relation of Miller to Grain Dealer.

In general, one may say that the relationship of the miller to the grain dealer is that which might be expected between two industries mutually dependent upon each other.

Existing from the same cause, developed by like influences, working to one end, the business of the miller and grain dealer in this country have grown up together, and have prospered.

Of all the mills, the most profitable customer to the country grain dealer is the "interior" mill, located at any point between the shipping station and the terminal market. On account of the "milling in transit" privilege accorded to the "interior" mills by the railroads, they have the same milling advantages as though located in the terminal market. But whereas the grain shipped to terminal markets must bear the expense of freight, commission, weighing, inspection, and sometimes switching; when shipped to the interior mill, only the freight charge is deducted from the basing terminal market price, and the grain dealer is saved the minor charges of commission, etc. But the capacity of the interior mill is sufficient to grind but a small part of the grain grown, so that the bulk of it must seek the terminal market first, thence the mill farther on.

The miller is dependent upon the grain dealer for his "raw material;" the grain dealer, in turn, is dependent upon the miller for his best market. Conditions that affect adversely one, are just as detrimental to the other; whatever benefits one, benefits both. Influences that increase the output of the mills, increase the domestic demand for grain; and just as surely whatever influence depresses or restricts the milling business, to that extent weakens the grain market.

The policy of the Eastern railroads, in giving to grain for export a less rate of freight than on flour, is building up the business of foreign millers at the expense of the domestic mill; and to just such an extent as the business of the domestic mill is thus restricted, by this short-sighted policy, just so much will the demand for domestic grain be restricted. For the domestic mill uses all domestic grain; the foreign mill uses but a percentage of our grain, with which they mix grain from other countries.

Thus, when the foreign mill buys one hundred thousand bushels of our domestic wheat, it is quite possible that he blends with it twice as much of the wheat from other countries, and produces from this blended wheat, say, sixty thousand barrels of flour. This sixty thousand barrels of flour which the foreign mill sells in the foreign market represents but one hundred thousand bushels of our domestic wheat, whereas if the same amount of flour were sold by a domestic miller, it would mean a demand for three times as much domestic wheat, or three hundred thousand bushels.

If this policy of the Eastern railroads is continued it means eventually the death of the export flour trade of the United States, a result that will materially restrict the output of our domestic mills, and by restricting their output, reduce their requirements for grain, thus affecting adversely the interests of the grain dealer.

The business of the miller and the grain dealer are so correlated that often one encroaches upon the other; thus we find the grain elevator equipped with a feed mill, and the larger mills owning their own line of elevators.

In fact, so intimate are the relations of the miller to the grain dealer that they may be said to represent two branches of the same industry, each doing his part in the work of marketing and enhancing the value of this product of the farm.

In each branch of the business, the margins are narrow, the competition keen, and the profits small; but, being on an absolutely cash basis, milling and grain dealing are among the safest and most satisfactory lines of trade that can be entered.

In short, as the ultimate destiny of the bulk of all grain is the mill, the sooner it reaches this destination, and the shorter and the more direct the route, the more profitable becomes the handling of the grain, both to the grain dealer and the

miller; and the closer the relationship between these two, the better can this result be accomplished.

After a song by Secy. Spoerri, with piano accompaniment, Prof. R. A. Moore of the Agricultural Experiment station read a paper on Co-operation, from which we take the following:

#### Co-operation with the Wisconsin College of Agriculture for Improving Cereals.

Wisconsin needs the active co-operation of every man and asso. within its borders to aid in the promotion of agriculture. No time in the period of our history is it more necessary than now.

At the present time agriculture is going through an evolution and is gradually seeking a higher plane. We have already reached that period when no man need blush because he is a farmer, as the world is gradually becoming aware of the fact that it requires the best brains, the best talent, the best of everything, to make the successful, happy and contented farmer. It seems to me the height of folly for the young men from the farms to rush madly to the cities in search of fortunes and places to display the talent that God has given them. I would earnestly say to such: "Return to the rural home, study the soil rotation of crops, careful breeding of animals and plants, which will call forth all that is good within you and make you honored before your fellow men."

As a matter of fact, farming in many sections of the United States is carried on in such a slipshod and careless manner that it is not surprising that the farms are going back to their primeval state, largely from the dislike and lack of well directed effort in agriculture.

Wisconsin and many of her sister states have been able to ward off this avalanche in a way by appealing to its inhabitants through its agricultural colleges and various asso's, organized for the purpose of aiding the farmer in solving the many different problems with which he finds himself confronted.

Let us look back through a period of years and see in what way the Wisconsin College of Agriculture has been instrumental in encouraging and assisting its farming population and making better and more happy homes.

The College carries on several lines of effort to assist the farmer in various ways. We may speak of it under the following divisions: The College proper, with its several courses of instruction, the Farmers' Institute, and the Experiment Station. The courses of instruction in the college proper include the Graduate Course in Agriculture, the Long Course in Agriculture, the Short Course in Agriculture, and the Factory Course in butter and cheese making.

The Experiment Station, which is largely supported by funds furnished by the U. S. Government, is combined with our College of Agriculture. Its mission is to carry on careful investigations on various topics which affect the farmer.

Through the efforts of the Experiment Station, combined with that of the Dairy School, 2,990 cheese factories and creameries have been established throughout Wisconsin, the products of which bring to the farmers of our state \$30,000,000 annually.

The investigations of the Experiment Station are widespread and far reaching and have been instrumental in keeping the Wisconsin farmers abreast of the times in up-to-date agriculture.

1st, you could be instrumental in placing literature emanating from the college into the hands of many who could not otherwise have an opportunity of getting the same. Farmers' clubs should be organized in rural communities in order to give to its membership an opportunity to read and discuss the up-to-date methods of farming. Your asso., the Experiment Asso., and the College of Agriculture could do much in this missionary way if we had several hundred farmers' clubs organized that could be reached by those who have the interest of the farmer at heart.

2nd, your membership could become familiar with the many advantages afforded young men in the College of Agriculture and carry this information directly to parties who would seize the opportunity of attending some one of the courses.

3rd, there seems to be a general feeling on the part of the farmers to visit the College of Agriculture and by so doing obtain gain information which modifies their methods of farming materially. Your asso. could be very helpful in getting up excursions from different parts of the state, securing good rates from the railroad companies, and giving the farm population an opportunity to visit and see the workings of their Agricultural College, and the University in general.

4th, the College of Agriculture quite recently added a department of agronomy, the work of which will be to breed choice varieties of grain and forage plants and put them in reach of the actual farmers of the state and assist them in propagating these pure-bred cereals and help in keeping the same from deteriorating. In the dissemination of pure-bred cereals and the eradication of the diseases of grains, your asso. can be of inestimable value.

Professor W. M. Hays, of Minnesota, has bred a variety of wheat that has been the means of adding many million dollars to the income of the farmers of that state.

The Wisconsin Station is emphasizing the breeding of oats, barley and corn, and we feel the day is not far distant when pure-bred varieties of grain will replace the old varieties similar to the way the pure-bred and high-grade breeds of cattle, hogs, horses and sheep have displaced the old primitive breeds and made it possible for Wisconsin breeders of live stock to be placed on a footing with the best breeders of the world.

What has been accomplished with live stock can more than be duplicated with cereals and forage plants and the kind co-operation of your asso. can be highly instrumental in assisting in the several ways enumerated, and also in helping to get the proper legislative assistance so as to reach the goal of our ambition in the shortest possible time.

Upon request Secy. Spoerri sang another song, and then spoke on Why We Organize and What We Need. From his address we take the following:

#### Why We Organize.

I am very sorry that there are quite a few here who were not present this afternoon when I read that annual address, and I will repeat the statement which I made this afternoon, that I am not satisfied with the showing we have made here to-day. Every chair in this room should have been full of country elevator men from the state of Wisconsin. Is it because you, as a member of this asso., have not exerted one single effort to build it up? Is it because your secy. has been asleep? Is it because hatred or enmity between the grain dealers of Wisconsin is so strong, or is it because you are all asleep and you are indifferent to the very business in which you are engaged?

We know that the social conditions make it necessary for an intimate dependence one upon another. No man can so isolate himself as to keep himself away from others. No man can stand up and say, "I am a whole community unto myself," but selfishness is the universal force of human depravity. I want to tell you that it may be perhaps that Wisconsin grain dealers are not acquainted with what we are trying to accomplish. I know that we have endeavored in every way possible to put before them the objects for which we are organized. Now, we know that the fundamental principle which will help us and every grain dealer to make his business profitable is the establishment of friendly relations.

Now, as a country grain dealer, ask yourself, "What have I done to establish friendly relations with my competitor?" I am afraid too many of us can answer: "I have been spending all my time antagonizing." What is the result? Some of us are ashamed to tell. What we want to see is the establishment of friendly relations between grain dealers of Wisconsin, that there shall be confidence, and we shall have peace and harmony, and we want every member to be fair and go and talk to your competitor. What does he think about the market price today? Is the price too high, or aren't we paying enough?

Too many of us are like the Pharisee who said, "Lord, I thank thee I am not like others," and we are constantly, by indication or manner, insinuating dishonesty of our competitor, but always thinking of our own righteousness. Now, gentlemen, I am not saying this as mere



hearsay, but as I found it to be an actual fact in my visits among the grain dealers. This is one of the first things that we are eradicating and the sooner we do it the better for every grain dealer in Wisconsin.

Just a few days ago every paper from San Francisco to New York and from St. Paul to New Orleans was headed with these words: "Golden Rule Jones has Passed Away." I wonder how many men in the grain business ever think of applying the golden rule, so to speak. Do unto others as you would have them to do to you. No. You think, quick as a flash, "Do others or they will do me."

Uniform and lawful rules ought to be established by members. Be sure there are no methods in the grain business that need revision. For instance, there is the storage question. Is it profitable or unprofitable?

Lending bags is very profitable. What every Wisconsin dealer ought to have in his elevator is a sign, "NO BAGS LOANED."

How about making these contracts for future delivery. Did you ever get held up on any? Do you ever advance any money on a contract? Do you take your contracts by word of mouth or in writing? You are not only doing the farmer a favor when you take written contracts but you are protecting your own business, and any farmer who makes a contract to sell grain and refuses to sign a contract you might just as well look out for.

Prof. Moore spoke on improvement in seed corn. I would like to know how many grain dealers there are who buy grain on its merits. I have come across some dealers who buy oats as oats and barley as barley without any attention to the grade. Do you do it?

But there are a few other things which can be charged to grain dealers which make for a ruinous competitive market, such as driving into the country, going around to every farmer and seeing what he has to sell. Why, gentlemen, your place of business is at your elevator. They will come there with the stuff. I say, who is to blame if the prices are high, and the market is strong, if your temper is ruffled and you resort to tricks and schemes? Who is to blame if the conditions in your town always cause you worry?

One way in which the Wisconsin dealers can be of great benefit to the railroad companies is: Report to your secy. the bad order cars received. And he in turn will report to the division superintendent of the railroad. There are thousands of these cars in bad condition which are never reported to the railroad companies. How many grain dealers here have had to order cars and wait a week, two weeks or three weeks. Perhaps, in the meantime, the market slumped off and you have to pay the loss. Is it reasonable to suppose then that the Wisconsin dealers should be interested in what is being placed in the statutes regarding the reciprocal demurrage law?

Now, gentlemen, I just want to say this one thing more: We must be very dense indeed if we cannot see why Wisconsin grain dealers should organize. But, gentlemen, do not think for a moment that this asso. will ever amount to a row of pins unless every grain dealer in Wisconsin takes a personal interest in it. Do not think for a moment that because you have a secy., and a name, that the asso. is going to accomplish anything. It all depends on the interest each individual puts into it. Collectively we can accomplish much and establish a prestige and influence that shall make for the betterment of the Wisconsin grain dealers in dollars and cents.

The Pres.: This completes our program for this evening. I will take it upon myself to express the thanks of the Grain Dealers Asso. to the millers who were kind enough to be with us, and then I want to thank those who have taken part in the program this evening, particularly Mr. Blodgett and Prof. Moore, whose addresses we have enjoyed very much, and also Secy. Spoerri, but we have him, like the poor, always with us. It is certain that every grain dealer and every miller has a golden opportunity to become a public benefactor. It is true that he who makes two blades grow where one grew before is a public benefactor. By co-operating with the Wisconsin College of Agriculture every grain

dealer and miller can become a public benefactor. There is a banquet prepared for us down stairs, and it is suggested that in adjourning we go to that place.

## THE BANQUET.

Upon adjournment of the Thursday evening session the visitors and their hosts from the Chamber of Commerce assembled in the dining-room of the Kirby House, where a long table had been prepared, and was well supplied with edibles. Cold meats, radishes and salads were partaken of, as well as ice cream and cake, coffee and cigars. Fabst's Blue Ribbon was not found wanting.

## FRIDAY MORNING.

On convening Friday morning the Assn. went into executive session, and requested the withdrawal of the representatives of the press.

## Friday Afternoon.

At the opening of Thursday afternoon's session H. A. Foss, Chicago Board of Trade Weighmaster, and his assistant, J. A. Schmitz, exhibited their model of a track scale and grain car and illustrated the proper way of testing a scale with test weights.

Mr. Foss read an article on Scale Testing, which he had previously read before the Iowa Grain Dealers Asso., and which we published in our report of that meeting. [See Grain Dealers Journal for May 25, page 551.]

A. G. Cox reported as follows for the Comite on Resolutions, all of the resolutions being adopted:

## RESOLUTIONS.

Whereas, it has been the practice of some grain dealers in Wisconsin to drive into the country, buying grain, and

Whereas, We believe that such a custom is unbecoming a business man and productive of disturbances; therefore, be it Resolved, That we disapprove of such methods and recommend that Wisconsin grain dealers discontinue such work.

Whereas, We believe that the relations existing between grain dealers and railroads should be reciprocal, and,

Whereas, We feel that we are greatly inconvenienced at times, occasioned by the delay in furnishing cars; therefore, be it Resolved, That our Asso. recommend that our Pres. and Secy. co-operate with others asso's, looking toward the enactment of a reciprocal demurrage law in Wisconsin, and that they extend such effort and support as deemed most advisable in their judgment.

Whereas, It is apparent that an effort will be made by various railroad interests to establish the use of a so-called uniform bill of lading, to become effective Oct. 1, 1904, and,

Whereas, It is quite evident that such a lading as is now contemplated does not conserve the best interests of shippers in general; therefore, be it,

Resolved, That our asso. hereby use its influence in conjunction with other asso's, and enter its protest against the adoption of such lading.

Resolved, That the Wisconsin Grain Dealers Assn. hereby urge upon Congress the passage of H. B. 6273, Senate Bill No. 2439, having for their object the enlargement of the powers of the inter-state commerce commission, so that they may prevent unjust discrimination; that the officers of this asso. use their best efforts in such manner as seems to them most expedient to assist in the passage of such bills.

Whereas, During the past year strong efforts have been put forth to organize Wisconsin grain dealers, and,

Whereas, such work has developed greater interest and relations between grain dealers, and such efforts have been fruitful; therefore, be it,

Resolved, That we extend our expression of thanks for the services rendered by the officers of this asso., and to all those who have participated in our program, and to all commission merchants, receivers and

bidders who have extended their co-operation.

The Secy.: As you well know, the title of this organization as originally organized is the Wisconsin Grain Shippers Asso. It may seem a technical point, but your secy. has found in traveling about that it affords a small loop-hole for some grain dealers to get out of joining. In the western and central sections of the state there are a great many grain dealers who are buying grain from the farmers, but they are not shipping grain from that station. They tell us that they do not want to join the asso. because they are not grain shippers, but they are grain dealers, and I would like to move that we amend article 1 of section 1, that the name of this asso. shall be known as the Wis. Grain Dealers Asso. Carried.

The Secy. read some arbitration rules which he had drafted, similar to rules in use by other assos., and moved their adoption. The motion carried.

A motion by J. Lytle to compel members to have scales tested by a scale expert, each member paying his pro rata share of the expense, was amended to conform to the method in vogue with the Iowa Asso.; that is, that scales be tested by the expert employed by the asso., at the members' request, and carried.

The Pres.: We will now hear the Treasurer's report.

Mr. Spoerri: At the time of our last meeting we had cash on hand \$83.09. We have received from dues during the year \$1,719. Membership fees, \$220. Received from advertisements in our Advocate, \$398.25; refund for mileage books, \$20, making a total of \$2,240.54.

Disbursements have amounted to \$2,400.30, leaving a balance of \$10.34. An itemized statement of these receipts and expenditures will be mailed to every member of this asso. We have at this time all bills paid, with the exception of our dues in the Natnl. Asso., which to July 1st were \$60. There is outstanding in unpaid dues \$300, and the Board of Managers at its meeting decided that before we take any further action on these delinquents that the secy. make another attempt to collect from them.

R. E. York reported as follows for the Auditing Comite: We, your Auditing Comite, has audited the books and found them correct as read.

The report of the Auditing Comite was adopted.

Chairman W. N. Shepherd reported as follows for the Comite on Nominations:

Pres., R. E. York, Portage; Vice-Pres., Jas. Templeton, Templeton. Board of Managers: S. N. Knudson, Mondovi; C. W. Cheney, Eau Claire; G. H. Schroeder, New Holstein; C. H. Fintel, Geneseo.

Upon motion of J. A. Mander the report was accepted and the secy. instructed to cast the ballot of the asso. for the nominees.

Secy. Spoerri cast the ballot as instructed.

Adjourned.

## NOTES OF THE CONVENTION.

Van Ness Bros. were represented by S. S. Driver.

J. Schwab represented the Milwaukee Bag Co.

The G. D. N. A. was represented by Secy. Stibbens.

Weller Mfg. Co. was represented by Wm. H. Kaiser.

The trade press representatives felt put out.



H. A. Foss and J. A. Schmitz of the Chicago Weighing Dept., were in attendance.

Some of those in attendance were unable to get any sleep until they changed rooms.

The Northern Grain Co. was represented by J. G. Martin, J. J. Donahue and R. A. Ritchie.

Country dealers in attendance were: B. F. Boulay, Fon du Lac; C. W. Cheney, Eau Claire; T. S. Chittenden, Ripon; A. G. Cox, Osseo; J. M. Craemer, Eau Claire; C. J. Dagenhart, Blue Mound; C. H. Fintel, Genesee; J. W. Green, Middleton; Mr. Huson, Plymouth; M. B. Helmer, Fond du Lac; F. Kern, Sparta; S. N. Knudson, Mondovi; P. Lauer, Lomira; L. Laun, Elkhart Lake; E. McIntyre, Waldo; J. Maegerlein, Sauk City; J. G. Mueller, Allenton; G. H. Olmsted, Fond du Lac; R. L. Porter, Mukwonago; F. W. Pynn, Hartland; G. P. Rockstad, Morrisonville; N. Saemann, Adell; G. H. Schroeder, New Holstein; M. T. Shepherd, Whitewater; Wm. Sink, Markesan; S. H. Simonson, Oak Center; F. A. Spoon, Janesville; H. C. Timm, New Holstein; J. H. Timm, Plymouth; J. Templeton, Templeton; T. E. Torrison, Manitowoc; P. W. and W. D. Wolf, Richfield; R. E. York, Portage.

Beans and pease amounting to 233,700 bus. were exported during the 11 months prior to June 1, as reported by O. P. Austin, chief of the bureau of statistics, compared with 215,258 bus. during the corresponding period of 1902-3.

A scab disease is affecting wheat in different sections of Nebraska. The scab turns the head of the wheat white. Prof. Lyon of the state experiment station says: The scab is a fungus growth which prevents the head from filling out. The scientific name for the growth is "fusarium," but it is commonly known as scab. It saps the sustenance out of the wheat and of course keeps the head from filling. The scab is caused by excessive moisture and was first noticed last year which was, like this year, unusually wet. The disease requires a couple of years to gain much headway, and there is little danger from it except when we have two consecutive years of wet weather. In ordinary years it is too dry for it to thrive. We have been troubled with it on the state farm and I am convinced from the samples we have received that this is the principal cause of the light yield.

### Legal Storage Certificates.

Fortunately for the grain dealers of Minnesota, the laws of the state require the R. R. and Warehouse Com'n to prescribe a lawful form of storage and warehouse receipt, which shall be used. Hence, it behooves farmers who store their grain in country eltrs. to see that they receive the legal form of certificate as required by law.

The matter has been brot home to the members of the trade recently by a decision in the case of Henry Cramer, of Clara City, Minn., against the Northwestern Elevator company, of Minneapolis, in favor of the defendant. Involved in this case is the right of a country elevator manager to issue receipts for grain in form other than that prescribed by statute and the regulations of the railroad and warehouse commission, and the binding power of such receipts or memoranda upon the elevator company.

The case was bitterly fought in June, 1901, was lost by the defendant, went before the Minnesota supreme court, was sent back for retrial, and came up again last month at Granite Falls. Fifteen or more rough slips bearing memoranda in numbers and signed by J. Keely, agent of the Northwestern Elevator company, but without date or other marks of definiteness, made up the principal exhibit. The court decided that such receipts are not binding upon the elevator company and are not collectable.

In the case in question the elevator company was able to show that there was no record on its books that it had ever received the grain and that its agent had never notified the Minneapolis office of any such receipts. The first knowledge of it came with the presentation of the slips in question, which, the farmers claimed, were issued to them by Keely for grain taken in.

The legal form prescribed by the R. R. and Warehouse Com'n is reproduced on this page. On the back of the receipt issued to the farmer is the following provision:

If any of the wheat embraced in this ticket shall prove to be covered by any chattel mortgage, or other lien, or the partial or absolute title prove to be in another than the party to whom this ticket is issued, the same shall, if discovered before the delivery of the wheat herein mentioned, be a sufficient reason for a refusal to deliver to the holder of this ticket, or if discovered after the delivery of such wheat, such delivery shall be deemed an over delivery, for which the holder of this ticket, to whom such wheat is delivered, shall be accountable. And to this extent this ticket shall be NON-NEGOTIABLE.

Dealers who do a storage business in Minnesota will protect the interests of themselves and their farmer patrons by providing legal forms for issuance to storers and by posting placards warning farmers to accept nothing else. Dealers elsewhere wud also promote their own business by a similar course. The use of written or printed receipts removes indefiniteness from the storage business and posts both bailor and bailee as to their relations and responsibilities.

### New Freight Tariffs.

Ill. Cent. Sup. 3-N. 1972, 3-N. 2125, and 2-H. 4254. Rates to Atlantic seaboard, Western terminii points and Canada will expire Sept. 30.

C., R. I. & P. Am. 2-12269 B. Ia., Minn. & S. D. stations to Memphis. July 18.

C., R. I. & P. 14164-C. Cancels 14164-B. Mo. River crossing and common points to seaboard. After July 11 no through rates in effect. Lowest combination of local or proportional rates will govern.

Marna, Minn. Effective July 21st, reduction  $\frac{1}{2}$ c per cwt. on corn, oats, barley and rye to Lake Michigan ports.

Blue Earth, Minn. Effective July 21st, reduction  $\frac{1}{2}$ c per cwt. on corn, oats, barley and rye to Lake Michigan ports.

Elmore, Minn. Effective July 21st, increase  $\frac{1}{2}$ c per cwt. on wheat to Lake Michigan ports.

C. & N. W. 3767. Applies milling in transit rates on wheat eastbound stopped at Le Mars or stations Alton to Thor, inc. Effective July 12.

S. W. Tariff Com. 32-B, Sup. 10. Rates to Texas points from territory north. July 11.

C., St. P., M. & O. 10350. Rates Ia. & Minn. Div. to Lake Michigan ports and common points. July 21.

C. & N. W. 3885. Rate of 10c on screenings from Chicago, Milwaukee and Manitowoc to Twin City points. July 23.

Ill. Cent. E-2205, Supt. 1. Additional rates to stations on C., M. & St. P., 6-25.

C., R. I. & P. 14319-A. Joint proportional tariff on wheat from Rock Is. to Cleveland, O., when originating across the Missouri. July 15.

Wheat in oats will bother shippers in many localities. Where you can see the wheat at first glance buy the oats as N. E. G., not as No. 3 White. The price depends upon how much wheat the oats contain and the quality of both. Indiana and Ohio will have lots of this mixture.—J. F. Zahm & Co.

### WHEATON ROLLER MILLS ELEVATOR.

No \_\_\_\_\_  
Date \_\_\_\_\_ 190\_\_\_\_  
Received in store of \_\_\_\_\_  
Bushels No \_\_\_\_\_ Wheat  
\_\_\_\_\_ bus \_\_\_\_\_ lbs. gross  
\_\_\_\_\_ bus \_\_\_\_\_ lbs. dockage  
\_\_\_\_\_ bus \_\_\_\_\_ lbs. net  
Date purchased \_\_\_\_\_  
Price \_\_\_\_\_ Am't paid, \$ \_\_\_\_\_

No \_\_\_\_\_ Wheaton, Minn. \_\_\_\_\_ 190\_\_\_\_  
Received of \_\_\_\_\_ bushels  
No \_\_\_\_\_ Wheat, Price \_\_\_\_\_ Amount, \$ \_\_\_\_\_  
to be stored and insured under the following conditions.  
The maximum charges for receiving, insuring, handling, storing fifteen days and delivering grain is two cents per bushel.  
Storage after the first fifteen days, one-half cent per bushel for each fifteen days or part thereof for the first three months; after that one-half cent per bushel for each thirty days or part thereof. If grain is cleaned at owner's request, one-half cent per bushel.  
This grain has been received and stored with grain of the same lawful grade. Upon the return of this receipt and payment or tender of stated lawful charges accrued up to the time of said return of this receipt, the above amount, kind and grade of grain will be delivered within the time prescribed by law to the person above named, or his order, either from this elevator or warehouse or, if the owner so desires, in quantities not less than a carload on track at any terminal point upon the same line of railway within this state, designated by said owner, where state inspection and weighing is in force; the grade and weight thereof to be determined by state inspection and weighing as provided by law.  
\_\_\_\_\_ bus. \_\_\_\_\_ lbs. gross.  
\_\_\_\_\_ bus. \_\_\_\_\_ lbs. dockage.  
\_\_\_\_\_ bus. \_\_\_\_\_ lbs. net. Per \_\_\_\_\_  
ERICKSON & HELLEKSON.



## Seeds

Clover in Ohio has been damaged 2% by white grub, reports the State Dept. of Agriculture.

The acreage of flax is less than that of last year by about 826,000 acres, or 25.6 per cent; and the condition on July 1 was 86.6, reports John Hyde, chief of the bureau of statistics.

The Wm. S. Gilbreath Seed Co. has been incorporated at Indianapolis, Ind. The capital stock is \$10,000, and the incorporators are Wm. S. Gilbreath, Minnie S. Gilbreath and Wm. P. Herod.

D. G. Fairchild of the U. S. Dept. of Agriculture, has been advised by the Swedish Seed Breeding Station of Svalof that some remarkable new sorts of the six-rowed barley will be offered in a few years.

The Indiana Seed Warehouse & Storage Co. has been incorporated at Indianapolis, Ind. The capital stock is \$10,000, and the incorporators are Wm. S. Gilbreath, Minnie S. Gilbreath and Paul Fiegl.

Dr. Jas. W. Robertson of Ottawa, Ont., has been elected president of the Canadian Seed Growers Assn., the organization of which was completed June 16 at Ottawa, under the auspices of the Dominion Dept. of Agriculture.

Advices from Kentucky are that the bluegrass seed crop is one of the largest ever harvested. The crop of the whole bluegrass region is usually about 500,000 bus. Good judges estimate the crop this year at 800,000 to 1,000,000 bus. The seed is full and heavy, and having been gathered under favorable conditions, is in fine shape for storage.

Our exports of seeds during the 11 months prior to June 1 included 6,430,000 pounds of clover seed, 12,622,000 pounds of timothy seed; 758,000 bus. of flaxseed, and other grass seed valued at \$578,000; compared with 15,522,500 pounds of clover seed, 17,936,000 pounds of timothy seed, 4,088,000 bus. of flaxseed, and other grass seeds valued at \$303,600, during the corresponding months of 1902-3, as reported by O. P. Austin, chief of the bureau of statistics.

Clover seed has a fair but late start. Much will depend upon the weather in the near future. Some was winter-killed and the acreage hulled will be a trifle smaller than last season. Michigan looks the worst and is poor. Missouri and Illinois have the best prospect, being fair. Ohio is a trifle below fair, while Indiana is fair. Ohio and Indiana are generally the largest producers.—From C. A. King & Co.'s Annual Crop Report.

Seed receipts at Chicago for the week ending July 23 were 246,000 pounds timothy seed, 178,000 pounds clover seed, no other grass seed and 16,000 bus. of flaxseed; compared with 174,400 pounds of timothy seed, no clover seed, 120,000 pounds of other grass seed and 46,000 bus. of flaxseed, for the corresponding week a year ago. Shipments for the week have been 72,000 pounds of timothy seed, 37,000 pounds of clover seed, 340,940 pounds of other grass seed, and 8,000 bus. of flaxseed; compared with shipments of 150,000 pounds of timothy seed, 5,000 pounds of clover seed, 64,000 pounds of other grass seed, and 5,300 bus. of flaxseed for the corresponding week of last year.

## Screenings

Malt exports for the 11 months prior to June 1 have been 404,600 bus.; against 313,900 for the corresponding period of 1902-3.

The Western floods did some good. They closed the eruptive craters at St. Louis and Kansas City from which the mouth lava of wind wheat had deluged and darkened the surrounding country. Will undoubtedly "open" next year—as usual—but—that's another question.—Pope & Eckhardt Co.

Corn, if we consider the whole of India collectively, is now of equal economic importance with wheat. In the hilly tracts of the country especially, and among the bulk of the aboriginal tribes, it is chiefly depended upon as a means of subsistence.—Indian Agriculturist, Calcutta, June 1.

Crippled cars lead to trouble. Avoid them. Take only clean cars, in good condition, and see that they are properly sealed. Have the car number and initials on the bill of lading; endorse it and attach to your draft in drawing. Don't draw "with exchange." Advise promptly of every shipment and give instructions with each car. Avoid excess freight by loading over minimum weight. Make drafts reasonable and advise promptly when drawing.—C. A. King & Co.

Floods during harvest time have always resulted in more damage than anything else, sometimes ruining crops when practically made. It is impossible now to say how much the crop of winter wheat will have to be cut down. The best posted people southwest say it is a calamity and it begins to look like this country will grow less wheat this year than since 1900, or under 550,000,000 bu. European crops are estimated to be at least 250,000,000 bu. less than in 1903 and 80c is not likely to be again reached for any delivery. Damage to the growing spring wheat which is threatened will start an advance that will mean \$1 wheat or over before September.—Edward G. Heeman.

Official records show that an average of 506 million bu. annually for three years has been used at home, and if the crop is no larger than 600 millions exports exceeding 94 millions will be at the expense of domestic consumption or of the reserve supply, which already is down close to the famine line and our trust in Providence. But even a surplus of 100 millions may be enough to give foreign markets the balance of power to make prices for us.—Wright-Bogert & Co.

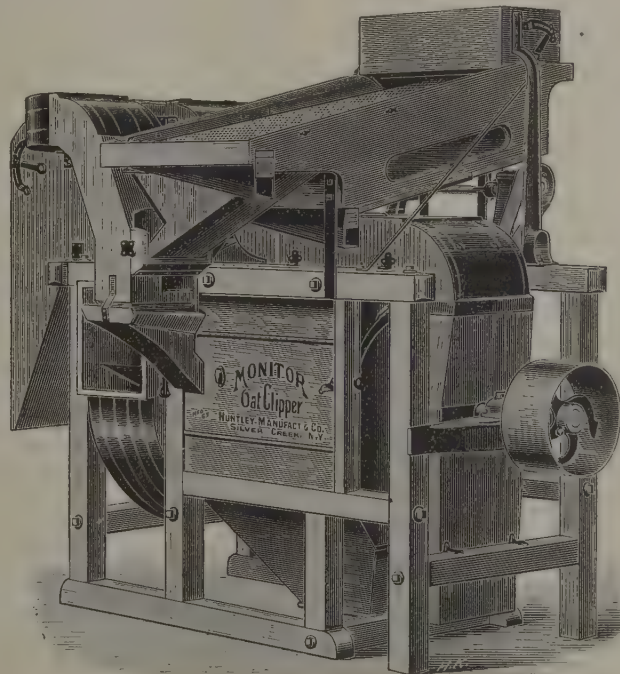
We have a home situation bullish enough to make wheat sell at a very high price. Of course any help from the other side in the way of an increased demand for our Wheat will only tend to cause a much higher price than will otherwise prevail. Almost every authority abroad advises that foreign crops will be much shorter than last year, probably 10 per cent less, and it is more than likely we will be called upon to supply a larger quantity with much less is sight.—Edw. G. Heeman.

## The Monitor Clipper.

That clipping rates as a process that is highly profitable to the grain merchant is being proven in too many instances to be gainsaid or overlooked, and in view of that fact the Monitor Dustless Oat Clipper, manufactured by the Huntley Manufacturing Company, is interesting because of the exceptional success it has met.

This machine takes the oats from the feed hopper and by positive sieve separations removes all foreign matter and then passes the oats through a trunk, where they are subjected to a powerfully cleansing air separation, into the clipping cylinder.

While undergoing the clipping process in the cylinder, a continuous air current carries off all clipping dust, and as the clipped oats come from the cylinder they pass through another air separation that takes off the last particles of dust and dirt.





# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—Work is progressing rapidly on the new \$100,000 eltr. of T. H. Bunch.

Little Rock, Ark.—The Rauch-Darragh Grain Co., which was recently incorporated, will erect a large corn mill.

## CALIFORNIA.

Los Angeles, Cal.—The Southern California Grain & Stock Exchange, an alleged bucket-shop, has discontinued business, the operators removing to Pasadena, to find new victims.

## CANADA.

Burnside, Man.—The Ogilvie Co. has built an eltr.

Forget, Man.—Farmers contemplate erecting an eltr.

Maple Creek, Assa.—A. A. Meneley has enlarged his eltr.

Pilot Mound, Man.—Dow & Curry will build a 50,000-bu. eltr.

Lemburg, Assa.—The Imperial Eltr. Co. is building an eltr. and putting in a stock of lumber.

Regina, Assa.—J. K. McInnis & Sons have leased the eltr. and mill for 3 years, with option to purchase.

Fort William, Ont.—Canadian Pacific Eltr. A is to be thoroughly overhauled and equipped with new machinery.

Fort William, Ont.—A wooden working house with tile storage is being erected by the Barnett & Record Co. for the Empire Eltr. Co.

Winnipeg, Man.—The Northwest Grain Dealers Asso. will hold its annual meeting in the Boardroom of the Grain Exchange Bldg. Wednesday, Aug. 3rd, 10 a. m.

Winnipeg, Man.—The members of the Northwest Grain Dealers Asso. contemplate making a tour of the province and the territories during the harvest. It is proposed to charter a special train.

Montreal, Que.—The new eltr. of the harbor commissioners has just been completed and on July 14 received its test by handling 11 cars of wheat. A general test will be made as soon as sufficient grain can be obtained.

Cartwright, Man.—McLaughlin & Ellis' eltr. burned July 17, with 1,000 bus. oats and some wheat and flaxseed. Sparks from a freight engine are believed to have started the fire. Loss, \$5,000 on building, \$1,500 on contents; insurance, \$5,000.

Winnipeg, Man.—The Standard Grain Co., Ltd., has been incorporated to deal in grain and operate eltrs. Capital stock, \$50,000; incorporators, T. E. M. Banting of Oaklands, Man., Christopher C. Smith of Carnduff, N. W. T., J. C. Browne, F. W. Robinson, both of Winnipeg, and Albert Lacock of Foxwarren, Man.

Winnipeg, Man., July 11.—The present crop prospects are not first-class for Manitoba and the Territories, notwithstanding the many reports to the contrary. At best, we would say that present crop prospects are only fair. The crop is not

an even one, being well advanced and good in some districts and backward and light in others. We predict that the average yield per acre for Manitoba and the Territories combined cannot exceed 17 to 21 bus. per acre, and this estimate is conditional on there not being much damage from frost.—Campbell, McLean & Co.

## WINNIPEG LETTER.

Jas. Bray, secretary of the Lake of the Woods Co., has returned from a trip to Europe.

G. R. Crowe, pres. of the Empire Eltr. Co., has returned from a trip to England.

Schwalm & Fair will erect a 40,000-bus. eltr. in connection with their recent purchase of the mill at Glenboro.

Harry Swart will be the manager of the Zenith Grain Co. He is former manager of the Great Northern Eltr. at Duluth.

Atthol McBean and bride have returned from their honeymoon trip. Mr. McBean is the youngest member of the Winnipeg Grain Exchange.

A system of eltrs. will be built this year on the Lyleton branch extension of the Canadian Pacific Ry. by the Dowd Co., of Ottawa. Among the points to be touched are Elmore, Winlow, Pierson, Gainsboro, and Lyleton. The country tributary to these points will soon be producing a million bushels of wheat.

It is very doubtful whether any country in the world can show as splendid an elevator system and grain storage capacity as western Canada possesses at the present time, and with the large number now going up this list will be supplemented to an extent that would surprise any one who was not in the country to see the rapid strides which are being made in every class of business and in the general development of the country as a whole.

G. R. Crowe, pres. of the Empire Eltr. Co., which is now erecting a \$1,500,000 storage tank at Fort William, after inspecting the work and looking into the near future, has decided to double the storage capacity of this structure, bringing it up to 3,000,000 bus. The working eltr. of the Empire Eltr. Co. (which was only recently organized with a capital of \$1,000,000) is constructed in such a manner as to be able to handle the additional storage with ease, and, as its own companies and allied interests handle a large majority of Canadian western grain, 3,000,000 bus. will be none too large for the terminal eltrs.

The Port Colborne plans call for a steel eltr., to be owned and operated by the Dominion government as part of its canal system. Its capacity will be 2,000,000 bus. and it will hold ten cargoes of the largest grain-carrying vessels on the upper lakes. The idea is to attract to the St. Lawrence route many vessels now carrying grain to other lake ports, and in connection there will be fleets of barges and other lake vessels which will aid in the undertaking to carry grain to Montreal to ocean-going ships—this with the idea to prevent congestion at the Port Colborne

eltr. It is to be ready for business early in the fall of 1905.

Not the least important feature of eltr. building this season in the west is the confidence which is displayed by the railway companies and the large amount of capital which they have decided to invest in buildings at the lake ports. Recently the directors of the Canadian Pacific at their meeting voted \$20,000,000 towards western improvements. Of this, \$2,500,000 will be spent in eltrs. This week it was announced from Fort William after the company's expert had examined its string of eltrs. along the Kaministiquia River that the C. P. R. is prepared to erect the largest and most complete eltr. in the world, to be finished in eighteen months. On the part of the Canadian Northern, Mr. H. Sellers, superintendent of the company's eltrs. at Port Arthur, has just returned from a visit to Chicago, Minneapolis, Duluth and other grain centers in the United States, where he had been commissioned by the company to inspect all the large and modern eltr. systems. This he did, and it is now announced that the C. N. R. will erect at Port Arthur one of the largest and most modern cleaning and drying eltrs. in America, work upon which will soon commence.—S. F.

## CHICAGO.

Memberships in the Board of Trade are selling at \$3.100.

The first delivery on July oats contracts was made July 12.

J. S. Phillips was badly hurt one night recently by being thrown from his automobile.

For the first time in a year H. D. Wetmore & Co. sent bids for oats to Iowa dealers July 19.

F. W. Hotchkiss, formerly with the Alton Grain Co., has gone with the Calumet & Western Eltr. Co.

The special assessment of \$25 to retire memberships is expected to aggregate \$44,800 from the 1,792 memberships.

The D. Blish Co., incorporated. Capital, \$2,500; incorporators, David Blish, Daniel W. Blish and Chas. E. Nichols.

Chas. K. Liquin, who has been with Crighton & Co. as sample salesman, is now with the Mueller & Young Grain Co.

Two cars of new oats, the first of the season, were received July 22, from Knox Co., Ill., and were sold at 42 cents f. o. b.

A consignment of new rye was received July 19, from southern Illinois. It was graded No. 4 on account of dampness.

Ely E. Weare, secy. of the Chicago Railway Terminal Eltr. Co., died July 22, of cancer, after 6 months illness. He was a brother of P. B. and Chas. A. Weare.

M. C. Mitchell, pres., will retire from the Alton Grain Co. It is said the Alton Eltr. Co. will go out of business on account of the drainage canal trustees having bot its eltr. property.

Edward Stone, for 35 years a partner of Erastus B. Baldwin, has brot suit for an accounting of the partnership and a lien upon the property of his partner in the firm of Baldwin & Stone.

The dock property occupied by the seed warehouses of the Albert Dickinson Co. has been bot by the Illinois Tunnel Co., and it is expected the company will warehouse its seeds at South Chicago.

Light receipts of timothy hay prevail. Old hay is fast diminishing; the major-



ity of arrivals are of new timothy. Old timothy of good grade is in demand, while the new is slow selling, as buyers prefer cured hay. The new is baled directly from the windrow and can be kept. A portion of the arrivals are in a heating condition, consequently buyers will continue to purchase old hay as against the new.—H. H. Freeman & Co.

Transfer Eltr. A, owned by the B. & O. R. R. Co., in 87th street, was burned July 15, with 50 cars, mostly loaded with grain. The house had a capacity of 500,000 bus. and contained about 70,000 bus. of oats. Loss on building, \$70,000; insured. Night Watchman Ruff, while in the cupola, smelled smoke, gave the alarm, and then started down the stairs, but was almost overcome. The flames had gained such headway and threw such intense heat that the firemen could not approach within 200 ft. of the eltr.

The Ernest E. Jones Co. bucket-shop has wound up like all other frauds of its kind. The concern discharged its employees July 12, transferred its private wires to others and went out of "business". A receiver has been appointed on the complaint of a customer who has failed to collect \$200 due him. The manager of the local office at Racine, Wis., got wind of Jones' absconding in time to attach the furniture on a claim for salary amounting to \$86. Jones and his confederates are said to have reaped a rich harvest of victims, who were deceived by the concern's alleged connection with the Board of Trade, of which it never was a member.

Most of the members of the Board of Trade directly interested in the handling of grain have signed the petition to the directors to establish a freight bureau, which shall investigate all cases of railroad discrimination against Chicago and work for equitable rates. The directors have referred the petition to a committee to be appointed by Pres. Jackson, which, after investigating the benefits and cost of such a bureau, will make a recommendation. It is sincerely hoped the finding of the committee will be favorable to the establishment of the bureau, which Chicago needs in order to compete with the enterprising markets which have already established such bureaus to divert the grain trade tributary to Chicago to their own markets. John B. Adams, R. D. Richardson and Jas. Creighton have been appointed the committee.

The directors of the Board of Trade have approved the agreement by the proprietors of the regular eltrs. on the time when storage charges shall cease on grain being shipped out. Storage will stop when vessels are at the dock ready to load, and when cars are at the eltr. ready to load when shipped in eastern cars. For the Armour elevator, St. Paul and Fulton and Annex, storage will stop when cars are on the St. Paul tracks at Western avenue or in the elevator yards. The cars are to be lined and ready to receive Grain. For the Armour "C" and "F" cars must be at Wood street or in the Western avenue yard of the Burlington Road or in the elevator yards. The City elevator storage will cease when cars are at Fourteenth and Lumber streets and in the yards of the Northwestern Railway. For the Chicago and St. Louis, Alton, and National elevators when cars are delivered to the Alton Road. For the Galena, when cars are in the Northwestern yards at Wood street. For the Peavey and Calumet elevators,

when cars are delivered to the Belt Line or Elgin, Joliet and Eastern Road. For South Chicago elevator, the Belt Line and elevator yards. Rock Island elevator, in the Rock Island yards at Forty-fourth street. Illinois Central elevator, at Illinois Central yards at Fordham or at Randolph street yards. For Grain to be shipped on Eastern roads cars must be at the elevator ready to load. For vessels, when they are at the docks of the elevators in condition to receive the Grain.

## COLORADO

Granada, Colo., July 11.—The macaroni wheat which was introduced here last spring, and of which there was more than a carload sown, seems to be doing well, and the prospects are that we will have considerable of it to market.—T. A. Kyle.

In my judgment, in the little time I have been here, writes an eastern grain dealer visiting Colorado, the sugar beet business is short-lived, and the farmers will again turn their attention to wheat and oats; and I am informed they used to do well raising small grain before they commenced the beet and vine crops. The latter take too much labor and expenditure of money.

## IDAHO.

Culdesac, Idaho.—The J. Alexander Co. has taken charge of the Kerr-Gifford Warehouse at Sweetwater and will engage in the grain business at that point and Culdesac.

Lewiston, Idaho.—The Vollmer-Clearwater Co. has purchased the entire interest of J. F. Thompson, Geo. H. Storer and D. B. Hilbert in the Lewiston Milling Co. This is only another instance of the tendency on the large grain firms on the coast to acquire milling property.

## ILLINOIS.

Broadlands, Ill.—Harry Allen is enlarging his eltr.

Panola, Ill., July 19.—Crops look good.—B. F. Slenker.

Minonk, Ill.—J. A. Simpson is preparing to erect an eltr.

Ogden, Ill.—An eltr. is being erected by Showers & Loper.

Deers, Ill.—Edwards & Steele are erecting a 20,000-bus. eltr.

Warren, Ill.—J. E. Blackstone has succeeded Thos. Groom.

Arcola, Ill.—Sartor & Sartor have bot the eltr. of J. A. Wesch & Co.

Eldred, Ill.—John Langer has rebuilt his eltr. and put in a 14-h. p. gasoline engine.

Homer, Ill.—Suffern, Hunt & Co. have given up the plan of building a third eltr. at Homer.

Cisco, Ill.—M. F. Williams of Ogden will take charge of the new eltr. for the Zorn Grain Co.

Anchor, Ill.—The Anchor Farmers Eltr. Co. has increased its capital stock from \$4,000 to \$14,000.

Bismarck, Ill.—Jas. Young is said to be starting a scoop shovel business. He is not a regular dealer.

Champlin Sta., Ill.—The farmers are trying to sell shares enuf to buy the plant of the Rogers Grain Co.

Peoria, Ill.—It is said Wm. Treadway of St. Louis, Mo., will erect a glucose

factory consuming 30,000 bus. of corn daily.

Lodemia, Ill.—V. Curnbaker has succeeded T. E. Stockham as buyer for Bartlett, Frazier & Carrington.

Fancy Prairie, Ill.—The Fancy Prairie Grain & Coal Co. has increased its capital stock from \$5,000 to \$8,000.

Niantic, Ill.—The Niantic Farmers Eltr. Co., which was recently incorporated, has bot six lots on which to erect an eltr.

New Berlin, Ill.—Lightning struck the eltr. of C. R. Lewis & Co. recently, and tore off a patch of shingles 3 ft. square.

Mt. Auburn, Ill.—McClure & Co., of this place, are erecting an eltr. at Bolivia, a new station on the C. H. & D. R. R.

Martinton, Ill.—C. E. Timberlake & Co. have sold their eltr. to The Martinton Grain Co., and possession has been given.

Filson, Ill.—The National Eltr. Co., of Indianapolis, Ind., will build an eltr. at Filson and place Geo. Pfeifer, Jr., in charge.

Chesterville, Ill.—Spelman & Spitly of Lincoln are having a large addition built to their eltr. by the Burrell Engineering & Construction Co.

Danvers, Ill.—The Danvers Farmers Eltr. Co. has been organized, with \$8,000 capital stock. The contract for their eltr. has been let to a carpenter.

Beason, Ill.—The Shellabarger Eltr. Co., of Decatur, has made improvements in the eltr. bot some time ago, and placed W. H. Armstrong in charge.

Chestnut, Ill.—The Mt. Pulaski Grain Co. is building an eltr. addition to its house. The Burrell Engineering & Construction Co. is doing the work.

Ellis, Ill.—The eltr. which is being completed at this new station on the Frisco, for John Wood, will be operated by Walter and E. A. Wood, of Gifford, Ill.

Pittwood, Ill.—The R. F. Cummings Grain Co. has bought C. E. Timberlake's eltr. and took possession July 2. Noah Ash will continue as local manager.

Pontiac, Ill.—Fred L. Erlbacker has resigned his position as local mgr. for the H. H. Randolph Grain Co., to take a position with H. B. McGregor at El Paso.

Hoopeston, Ill., July 22.—While in Chicago this week, H. L. Bushnell, pres. of the Hoopeston Grain & Coal Co., said that corn is looking fine and couldn't be better.

Arcola, Ill.—Thos. Doyle, of Doyle Bros., who recently sold their eltr. to the Arcola Grain, Coal & Telephone Co., has bot a half interest in the eltr. of R. O. Harris.

Fairbury, Ill., July 15.—Cutting of the early oats begun; yield will be small; late oats doing well and will make an average crop. Corn about 10 days late, but it looks good.—F. C. Hobart.

Kirkland, Ill.—E. O. Marshall, who some time ago sold his grain business at Byron to his brother Leslie, has bot the eltr. at Kirkland, which D. A. Syme has conducted for many years.

Rantoul, Ill.—S. A. and James Hayward of Tremont have bot the eltr. of Goff & Yates. The house has 75,000 bus. capacity. Mr. Hayward's sons, Jas. and Jos., will manage the business at Rantoul.

Homer, Ill.—The addition to J. M. Current's eltr. will be 36x36 and 50 ft. high, with a 22-ft. cupola, and a passenger lift between the two buildings. The contract



has been let to the Burrell Engineering & Construction Co.

Foosland, Ill.—Noble Bros. have let the contract for the rebuilding of their burned eltr. on a larger scale. It will cost \$8,000. The house will be cribbed, of 35,000 bus. capacity, with 2 dumps, a 14-h. p. gasoline engine and a feed mill.

Kinmundy, Ill., July 16.—So wet 8 miles south farmers cannot cultivate corn, and hard to cut oats on account of mud. South 3 miles and north 15 miles season has been good and corn, oats and hay promise good crops.—A. W. Songer.

Birkbeck, Ill., July 16.—Early oats are making a poor yield, 12 to 35 bus. per acre; late oats will perhaps make 35 to 40 bus. Corn doing fine; just beginning to tassel; have had too much rain for the low grounds.—F. C. Shepherd.

Springfield, Ill.—The Springfield Cereal Co., the organization of which was reported in this column, June 25, has just been incorporated, with \$70,000 capital stock, by Edwin Beggs, E. R. Talbott and John H. Lloyd, to do an eltr. and milling business.

Campus, Ill.—The Campus Grain Co., an aggregation of farmers incorporated for \$8,000, has bot the eltr. of Maguire Bros., and will take possession Aug. 1. It is not known whether the farmers will conduct the grain business as regular dealers or on the co-operative assessment plan.

Oakwood, Ill., July 13.—We are having good corn weather; corn clean and in good condition, and most farmers are done plowing corn. Oats ripening fast, and will be cut here next week. Wheat all in the shock; what little is raised here is very good. Meadows are fair and clover cutting is now the order of the day.—C. S. Trimble.

Arthur, Ill.—C. E. Davis has bot the interest of his brother, E. W. Davis, in the grain business, and all other property at Arthur. Mr. Davis paid \$7,000 for the half interest and took possession at once. The property includes some valuable building lots, and the eltr., which was built last fall and has a capacity of 60,000 bus., with brick engine room and brick office, all up-to-date.

Nilwood, Ill.—Henry Cooper's eltr. burned at 4 a. m., July 12, with 1,500 bus. of corn, 5 tons of hay and machinery valued at \$500. Loss on building, \$4,000; insurance, \$2,500. Loss on contents, \$1,800; insurance on grain, \$1,000. The house was built 35 years ago and was operated for many years by Henry Cooper and T. P. Hughes. For the past 4 years it has been conducted by Frank Huber.

Peoria, Ill.—Special Officer Kirby, who is doing such good work in apprehending grain thieves, is not employed by the railroads, as erroneously stated in this column, July 10. He is paid by the Board of Trade, which is determined to put a stop to the robbery of shippers under the pretense of car sweeping. The protection of shippers to the Peoria market is having the careful attention of the weighing committee and its efficient chairman, C. H. Feltman.

Peoria, Ill.—Having made much money by tilling the soil, J. M. Davison, of Eureka, went into the elevator business at Colfax, McLean county, with his son, and for some years conducted a profitable business in the buying and selling of grain. In an evil hour he left the real thing and began speculating in shadows. In other words, he dabbled in puts and calls, put

out and called in by artful and designing men in Chicago. The result was that in two years Davison found himself broke, or so nearly so that there was no joy in the situation. He was loser to the extent of \$25,000, and then certain of his creditors petitioned to have him adjudged a bankrupt, alleging that he had conveyed his property to others within four months prior to the filing of the petition to have him declared bankrupt. Davison resisted the petition on the ground that the notes representing \$15,000 held by Chicago parties were given for gambling transactions and represented margins given on puts and calls, and that as they had been so given they were fraudulent under the laws of this state and could not be realized upon.—Transcript.

## INDIANA.

Elnora, Ind.—C. M. Lemon will erect an eltr.

Shelbyville, Ind.—The Toledo Eltr. Co. will build an eltr.

Woodville, Ind.—J. K. Hinkle & Co., of Burrows, have installed a car loader.

Milan, Ind.—Chris Heimsath will build a large grain eltr. in connection with his mill.

Cambria, Ind.—Harvey Rice of Clinton County has bot the eltr. of John W. Guthridge.

Kitchel, Ind.—The Kitchel Eltr. Co. is overhauling its machinery and installing a Boss Car Loader.

Burrows, Ind., July 1.—Corn and oats look fine. Oats will be cut in about one week.—J. K. Hinkle & Co.

Hamlet, Ind.—The United Grain Co., headquarters Chicago, will immediately rebuild its burned eltr.

Morocco, Ind.—B. H. Archibald has been getting ready for the new crop of oats by equipping his eltr. with new dumps, conveying machinery and a commodious basement.

Fort Ritner, Ind.—T. A. & F. W. Holland have succeeded their father, W. A. Holland, in the grain and milling business. Mr. Holland has retired from active business on account of old age and infirmity.

Kitchel, Ind., July 14.—Wheat here is light, both as to yield and weight; will not make over 15 bus. average and grain poor; rust struck it and the berry is light and shriveled. The early cut wheat is also molding in the shock, owing to the excessive rains recently. Threshing will begin about July 18 to 20. What are we going to do with the mixture of wheat and oats is the leading question among dealers now. Considerable of the oats will carry some wheat. Corn is doing fine and promises a large yield.—Kitchel's Eltr. Co.

## INDIAN TERRITORY.

Ryan, I. T.—L. D. Wright & Co. has succeeded Wright & Johnson.

Mounds, I. T.—The R. H. Drennan Grain Co., of Oklahoma City, is opening a line of eltrs. in the territory, and will put in four houses this year, having buyers now at Beggs and Mounds.

Mounds, I. T., July 17.—The wheat crop promised to yield a fair acreage, but on account of excessive rains the crop has been cut short at least  $\frac{1}{4}$  and the quality is poor. Oats are damaged pretty badly. Corn has been cut short, but will make a good average yield, with  $\frac{1}{4}$  increase of

acreage. Hay is of fine quality and will make a larger yield per acre than in many years. Cotton backward.—J. N. Voorhees, of R. H. Drennan Grain Co.

## IOWA.

Hillsdale, Ia.—J. H. Hopp's eltr. has burned.

Keokuk, Ia.—J. W. Smith died July 17, aged 74 years.

Somers, Ia.—Eltr. of Daughenbaugh & Cathcart burned July 13.

Nora Springs, Ia.—Larson Bros. have bought the eltr. at Nora Jct.

St. Ansgar, Ia.—The C. Fedson Estate has succeeded Roe & Fedson.

Carpenter, Ia., July 16.—Crops are looking fine in this territory.—A. B. Loomer.

Truesdale, Ia.—Work has begun on the foundation of the eltr. of Dewolf & Wells.

Persia, Ia.—The Neola Eltr. Co. has put a new roof on its eltr. and put an addition on top.

Emerson, Ia.—W. H. Eaton will soon complete his new eltr. and be ready to receive new grain.

Dougherty, Ia.—The farmers co-operative asso. has bot the eltr. of the Northern Grain Co. for \$4,000.

Clarinda, Ia.—Shambaugh & Son are erecting in connection with their mill an eltr. 30x40 and 85 ft. high.

Storm Lake, Ia.—J. A. Miles of Underwood has taken charge of the local business for the Neola Eltr. Co.

Des Moines, Ia.—Edwards, Wood & Co., Minneapolis brokers, recently suspended business at the local office.

Belle Plaine, Ia.—Robert C. Dugan, mngr. for the Northern Grain Co., has been granted a patent on a bin gate.

Des Moines, Ia.—The Neola Eltr. Co. is said to be negotiating for the purchase of the eltrs. of the Warren Eltr. Co.

Bloomfield, Ia.—O. A. Talbot & Co., of Keokuk, are erecting an eltr. which will be managed by W. H. Dilliner.

Cartersville, Ia.—The Cartersville Supply Co. has let the contract for a 15,000-bu. eltr. to the Younglove & Boggess Co.

Archer, Ia.—The Edmonds-Londergan Co., of Marcus, has let the contract for its eltr. to the Younglove & Boggess Co.

Carpenter, Ia.—A. B. Loomer has been re-siding and painting the eltr. and will continue the coming year as agt. for the Hunting Eltr. Co.

Burt, Ia.—The Western Eltr. Co., of Winona, Minn., has let the contract for the erection of a 30,000-bu. eltr. to the Younglove & Boggess Co.

Orchard, Ia.—J. M. Roe, formerly of Roe & Fedson, St. Ansgar, Ia., has removed to Orchard and bot the grain and coal business of the Orchard Produce Co.

Chariton, Ia.—G. J. Stewart & Son have purchased the Mallory eltr., moved it onto their own land and are having it overhauled and placed in first-class condition.

Griswold, Ia.—Turner Bros., of Cumbeftland, are rebuilding their burned eltr. with 20,000 bus. capacity. The company has just completed a new 15,000-bu. eltr. at Stanton.

Stuart, Ia., July 15.—Crops here are looking well; some barley cut and oats are ready. Corn doing well, look for a bumper crop. Only need fine weather from now on.



Hawthorne, Ia.—R. J. Edmonds will move both his eltrs. at this station to a point  $\frac{3}{4}$  of a mile north and consolidate them into one plant on the new line of the C., B. & Q.

Casey, Ia., July 18.—Corn 2 weeks late, but doing well, and with good weather will have a fair crop. Oats thin on ground, but good heads and filling fine. Fair crop expected.—X.

Hawthorne, Ia.—R. J. Edmonds was in Chicago last week and reported that the oat crop wud not be over 2-3 of a crop owing to rust. Corn crop is late, but favorable prospects for a fair crop.

Boyden, Ia., July 18.—We have 110% of barley acreage this year; it will be plump, but not good color; 105% of oats, with good prospects of a full crop; 85% of wheat acreage with fair show of an average crop; 100% of corn acreage with good stand. Corn is a few days late in growth but with favorable weather most of the corn will be in full tassel by Aug. 1.—Geo. Eckert, agt. Hunting Eltr. Co.

Spencer, Ia.—The well known partnership of De Wolf & Wells, operating eltrs. on the C. M. & St. P. and M. & St. L. roads, has been succeeded by a corporation with a capital stock of \$75,000, all owned by the former partners. The management will continue the same in every particular. The new company will be known as the De Wolf & Wells Co., and will operate the 13 eltrs. with headquarters at Spencer.

## KANSAS.

Caldwell, Kan.—Weber & Rule will build an eltr.

Kiowa, Kan.—The Santa Fe Eltr. is being remodeled.

Medicine Lodge, Kan.—Geo. Harbaugh is building an eltr.

Waldron, Kan.—An engine has been placed in Miller's eltr.

Marquette, Kan.—The Pacific Grain Co. is erecting a 6,000-bu. eltr.

Esbon, Kan.—F. A. Derby of Sabetha is rebuilding his burned eltr.

Springvale, Kan.—U. G. Edwards is installing the machinery in his eltr.

Lincoln, Kan.—Martin Wunderlich has installed a 15-h.p. gasoline engine.

Gaylord, Kan.—The Baker-Crowell Grain Co.'s eltr. is being rebuilt.

Bushton, Kan.—The Baker-Crowell Grain Co. is thoroly repairing its eltr.

Jamestown, Kan.—The farmers have decided to build an eltr. at a cost of \$3,000.

Salina, Kan.—The Lee-Warren Milling Co. is erecting an eltr. of 60,000 bus. capacity.

Harlan, Kan.—The farmers will erect an eltr. W. L. Rogers and others are directors of the company.

Kackley, Kan.—Bossemeyer Bros. are reconstructing their eltr. at Kackley and building a new house at Huscher.

Pearl, Kan.—Clarence Taylor has been delayed in completing his eltr. by the contractor wanting to throw up the job.

Perry, Kan.—Brown Hedge was married recently to Miss Phronie Zimmermann of Whiting, and has bot a home.

Niles, Kan.—The Niles Grain Co. has been formed by H. W. Kueker, in order to have more capital and a larger eltr.

Herington, Kan.—C. H. Koepke has leased the eltr. of Smith Bros., whom he

has succeeded in the grain and stock business.

Powhattan, Kan.—A. J. Clymans of Bern has bot S. P. Bredahl's eltr. for \$4,000. and will retain J. N. Borden as mgr. for a time.

Frederick, Kan.—The name of the firm which has just completed a new eltr. is J. J. Van Boskirk & Co., instead of Van Boskirk & Ogden.

Manhattan, Kan.—H. O. Bradley, manager of the Kansas Flour & Grain Co., has removed his headquarters from Manhattan to Clyde, Kan.

Little River, Kan.—The new Farmers Co-operative Shipping Asso. has bot the grain bins of Mr. Ramage and the eltr. of Cooper & Dinsmore.

Aulne, Kan., July 18.—We have had too much rain for the small grain. Farmers just beginning to harvest and grain in bad shape.—Winkley Bros.

Frederick, Kan., July 15.—Wheat crop badly damaged by wet weather. The loss will be 50% in quantity and 2 grades in quality.—J. J. Van Boskirk & Co.

Arcadia, Kan., July 18.—Altho wheat and oat crops here have been damaged by rains we look for an average crop to move from this territory.—W. D. Konantz.

Lyons, Kan.—Wright & Gray have bot the eltr. of the Kansas Grain Co. and will remove the building from the Santa Fe to the Missouri Pacific track. The ground was bot by Cooper & Dinsmore.

W. D. Kuhn of Holton, Kan., has been appointed by Governor Bailey to succeed the late F. M. Baker of Atchison as the third member of the State Grain Commission. Mr. Kuhn is a Democrat and an expert grain man.

Marietta, Kan., July 22.—Wheat threshing just begun and is showing very poor quality and yield, testing an average of 49 pounds. Oats poor. Corn growing fast and looks well except on flat lands, which weeds are about to take.—C. S. Mann.

Atchison, Kan., July 18.—Weather fine and harvesting progressing in a satisfactory manner. Corn in eastern Kansas very backward, many fields are second planting, not over 6 inches high and it can not possibly make good corn. Corn better in central Kansas and Nebraska. —Atchison Live Stock Co.

Niles, Kan., July 13.—Our wheat crop is damaged at least 50% on account of excessive rains and late harvest. Quality and yield will be poor, hardly any No. 2 wheat here. Corn looks well but very weedy. Oats are going down on account of rains, but well filled. Harvest now in full blast.—H. W. Kueker of Niles Grain Co.

Kinsley, Kan.—The farmers composing the Kinsley Grain & Lumber Co., a co-operative society, who essayed the role of monopolists, are disappointed that Moses Bros., whose eltr. they bot, have applied for and received a site from the railroad company on which to erect an eltr. The farmers made an application for a site, but it was not granted immediately and they were in such haste they bot out Moses Bros., but the latter made no agreement not to engage in the business again. The claim that the Santa Fe refused the farmers a site is scouted.

Topeka, Kan., July 13.—The reports of growers on the condition of wheat July 9 are summarized by Secy. Coburn of the

state dept. of agriculture, as follows: The showing reveals a situation without parallel in the annals of Kansas wheat-growing, in that a magnificent crop, greater than any other State produces, above the average in quality and far above in quantity, has when ripe for the harvest been largely so damaged by weeks of almost continuous rain as to make its saving in merchantable condition either well-nigh impossible or the grain which may be saved of a grade and quality grievously disappointing to not only its producers but all those interests everywhere accustomed to rely upon Kansas for supplies of the largest quantity of such high-grade bread-stuff as is nowhere else obtainable.

Topeka, Kan., July 15.—The condition of corn July 11 confirms a general belief that the extraordinary cold, backward spring in most of the State, accompanied by too frequent and heavy rains, interfered seriously in much corn territory with plowing, planting and germination. Failure of seed to grow under such conditions prompted replantings, not infrequently more than once, and the result is a ragged, uneven, imperfect stand made up of different sizes and stages of growth. Following this the almost incessant rains within the weeks when cultivation would under normal conditions have been pushed to its utmost made such work impossible even on the higher lands, while the lowlands from which the larger yields are generally expected were for days at different times converted into lakes of muddy, smothering water or became the race-way for angry floods, which knew no control.—F. D. Coburn, secy. state dept. of agriculture.

## KENTUCKY

Louisville, Ky.—The Washburn-Crosby Co., of Minneapolis, will build a new eltr. here to be used in connection with their flour mill.

Smith's Grove, Ky.—The Model Mill Co., composed of E. G. Wilcoxson and W. H. Monroe, is building a large eltr. near its new mill.

Louisville, Ky.—The Kentucky public eltr., capacity 500,000 bus., thru which all the grain business of Louisville passes, has been closed down several days for repairs.

Uniontown, Ky.—G. J. Harris, who lately sold his interests in the wheat and corn eltrs. here, contemplates the erection of an up-to-date eltr. for the handling of corn and wheat. He will have associated with him J. W. Pfeffer and F. A. Ratman, both of them experienced grain men. The house will be finished in time to handle this year's crop.

Louisville, Ky.—Henry Fruechtenicht, Arthur C. Schuff and Edwin O. Lothman have formed a corporation, with a capital of \$50,000, for the purpose of conducting a general grain and hay business under the firm name of Schuff Grain Co. This company has a modern eltr. of 50,000 bus. capacity and a warehouse with a capacity of 100 cars which together with their years of experience will assure patrons good and prompt service.

## LOUISIANA.

New Orleans, La.—The Atlas Feed Products & Milling Co. has been incorporated with \$100,000 capital stock. Wm. H. Lengsfeld is pres.

New Orleans, La.—The St. Louis & San Francisco Railroad Co. is having plans



drawn for a 1,500,000-bu. eltr. at Port Chalmette. A grain drier will be built in connection.

New Orleans, La.—Mr. Scotten of Harris, Scotten Co., Chicago, denies the rumored lease of Illinois Central eltr. D at Stuyvesant Docks, and the Poydras Street cleaning eltr. It will take some time before the negotiations can be consummated, if at all.

## MARYLAND

Frederick, Md., July 19.—The new wheat has commenced to come in market, but is too tough to mill. It has a great deal of garlic in it, and will make only about half a crop.—I. M. Felto.

Baltimore, Md.—For the first time since 1877 wheat has been shipped west from here. Approximately 100,000 bus. of No. 2 southern red wheat have been forwarded to millers as far west as Cincinnati.

Frederick, Md.—The Walkerville Eltr. Co. has changed hands and name and has been incorporated under the name of the Glade Valley Milling Co. The new firm is building a mill to be run in connection with its eltr.

Baltimore, Md.—The Thomas Johnson Co. has been incorporated to do a general grain commission business. Capital stock, \$10,000, incorporators Thomas Johnson, William Rogers, Harry C. Huides, Joseph M. Warfield and Clarence A. Euler.

## BALTIMORE LETTER.

Fairfax S. Landstreet, vice-president of the Western Maryland Railroad, and general manager of the Wabash interests in this section, was recently elected a member of the Chamber of Commerce.

William Rodgers, for many years of the grain firm of Thos. Leishear & Co., of this city, is now with the Thomas Johnston Co. Mr. Rodgers is well known in the west, where he has traveled extensively during his long connection with the grain business.

C. H. Tingley of Columbus, O., was upon the floor of the Chamber of Commerce on the 19th inst., and was cordially greeted by his numerous friends. He confirmed the previous unfavorable reports of the wheat situation in his state, but spoke hopefully of the outlook for corn and expressed the opinion that with fairly good weather for the next five weeks a large crop will be insured.

Further receipts of new oats have been on the Baltimore market this week. The general quality is excellent and sales are being made around 4 cts. per bu. The oats harvest in this section is now in full swing, and prospects for both yield and quality were never better, some farmers claiming a yield of 75 bus. per acre. The present indications for corn are equally brilliant, and while western states report late conditions, the corn in this section is well advanced, the stand unusually good, very little replanting having been necessary. There is sufficient moisture in the ground to make an average crop and insure it against frost in August.

Jas. T. Clendenin, who has been chairman of the Hay Committee since hay grades were adopted in this market, declined a re-election to the head of the committee and has resigned as a member of the same, believing that others should share in the responsibility of committee work and have the benefit of the experience of such service. Mr. Clendenin is

regarded as an expert upon all subjects pertaining to the cultivation of hay, preparation for market, and the most advantageous manner of handling hay at terminal points, having had actual experience in all these branches, therefore his services as a committeeman have been very valuable.

At the regular meeting of the Board of Directors of the Chamber of Commerce on July 11th, 1904, the following members were elected to serve on the various grade committees, to fill the vacancies caused by those whose terms expired: Wheat, Blanchard Randall, A. W. Woodall, T. M. Maynadier. Corn, J. W. Snyder, George Frame, Thomas C. Craft. Oats, C. S. Schermerhorn, C. D. Reid, Jos. M. Warfield. Rye, J. J. Snyder, Walter Kirwan. Barley, O. F. Lantz. Hay and Straw, Jas. T. Clendenin, Wm. Hopps. These committees organized by electing chairmen as follows: Wheat, Blanchard Randall; corn, J. W. Snyder; Oats, E. Kirwan; rye, W. Kirwan; hay and straw, Wm. Hopps.

The shipment of new No. 2 red wheat from this market to western and southern points, commenced several weeks ago, has steadily increased and the demand indicates that the grain is satisfactory to the buyers. In addition to shipments to southern points orders have been filled for Ohio, Indiana and Michigan mills. This business would have been even larger had freight rates been more equitable. There are no special west bound grain rates, hence the west bound rates covering grain are higher than on east bound traffic. Receipts of new wheat are principally from eastern and tide water sections of Maryland and Virginia and the quality is excellent. The good color, plump berry and condition offset the small percentage of garlic it contains. Yields in this section are very satisfactory, but reports from the western counties of this state, where threshing is now in full progress, indicate that the yield will not be up to the average in these sections.

At the meeting of the Board of Directors of the Baltimore Chamber of Commerce held July 18th, 1904, it was unanimously recommended that for the purpose of more efficient service the membership of the various grades committees be reduced, and hereafter the committees shall be composed as follows: Wheat and Corn, each five members; Oats, Rye, Barley, Buckwheat and Hay and Straw, each three members. The members of the grade committees shall be fully conversant with the grain, etc., over which the committee shall have jurisdiction. Some opposition developed among the membership to this change, but it is generally conceded that it is a desirable one and that the proposed amendment will be adopted by the Board of Directors at the regular meeting on August 8th. In addition to changing the grade committees it is also proposed to adopt more stringent rules in regard to the handling of grain in the public elevators, preventing the mixing of any grain of a lower into a higher grade, also that certificates shall not be issued for any grain that is not fully equal to the average of the grade in stock. It is also proposed that the superintendents of the various elevators shall furnish the Secretary of the Chamber of Commerce, weekly, with a complete record of the various grades and amount of grain received and delivered, also any mixtures made and for whose account. These reg-

ulations are generally commended, and their adoption will insure uniformity of grading as between inward and outward inspection and will increase the confidence in the grades both on the part of the western shipper and the foreign buyer.—B. M.

## MICHIGAN.

Detroit, Mich.—The Cadillac Grain Co. has been incorporated with a capital stock of \$25,000.

Francisco, Mich.—Gage, Kendall & Dewey have been succeeded in the grain business by Gage, Kendall & Wolfinger.

Cass City, Mich.—The Cass City Grain Co. has built a new coal shed that will accommodate about 25 cars of coal. The company have also installed a new bean picker.

The annual meeting of the Michigan Hay Assn., which will be held at Lansing Aug 4 and 5, gives promise of being well attended, and an interesting program is assured.

Grand Rapids, Mich.—The National Pure Food Co. has been organized with a capital of \$75,000. The organizers are Charles H. Berkey, John Dalton, Charles O. Smedley and Frank W. Armstrong.

Milford, Mich.—Louis A. Stark, of the firm of Stark & Stephens of this place, grain dealers, has asked that a receiver be appointed for the above named firm. About \$1,000 was advanced to Stephens with which to buy hay, and it is charged that he embezzled the money.

## MINNEAPOLIS

Minneapolis, Minn.—The Van Dusen-Harrington Co. will build an addition to its Pioneer terminal eltr. here.

The Columbia Eltr. Co. has succeeded J. F. Whallon at Alpena, Frederick, Langford, Mellette, Virgil, Warner and Westport, S. D.

Minneapolis, Minn.—The Chamber of Commerce proposes to benefit its membership by doing away with the present rule which gives members the privilege of dividing commissions with members of other exchanges. Memberships are now worth about \$3,000.

Minneapolis, Minn.—L. Christian is recovering rapidly from his wounds received in the explosion of his launch on Lake Minnetonka. Mr. Upton, his son-in-law, is still in a dangerous condition, but his physicians state that under favorable conditions he will recover.

E. P. Bacon of Milwaukee has been in the twin cities trying to enlist their commercial bodies in the movement to secure the amendment of the Interstate Commerce Law. A number of them are reported to have taken favorable action in this direction. Changed conditions have made it desirable to have some remedial authority to look to in case of discriminations, which of late have become numerous and flagrant against Minneapolis and St. Paul as compared with competing points.—J.

## MINNESOTA.

Austin, Minn.—M. O'Halloran has succeeded E. T. Bemis.

Campbell, Minn.—The Farmers Eltr. Co. will erect an eltr.

Appleton, Minn.—The Interstate Eltr. Co. will build an eltr.



Hanley Falls, Minn., July 18.—Crop is good here.—A. F. Magnuson.

Richville, Minn.—The Imperial Eltr. Co. of Minneapolis will erect an eltr.

Duluth, Minn.—Memberships in the Board of Trade are selling at \$1,000.

Staples, Minn.—The Staples Milling Co. has bot the eltr. of the Monarch Eltr. Co.

Redwood Falls, Minn.—The Farmers Eltr. Co. has succeeded the Merchants Grain Co.

Dawson, Minn.—The New Ulm Roller Mill Co. has bot the grain business of Ed. Danielson.

Slayton, Minn.—Mark N. Tisdale is back in the grain business, having bot the Peavey Eltr.

Gravelville, Minn.—The Morrison County Farmers Exchange has bot the eltr. of A. Tanner.

Traverse, Minn.—The Way-Johnson-Lee Co. has succeeded the Imperial Eltr. Co. at this station.

Renova, Minn.—W. H. Pierce has succeeded J. F. Powers & Son at Renova, Sargent and Sutton.

Wolverton, Minn.—David Askegaard is tearing down and rebuilding his eltr. with 40,000 bus. capacity.

Barry, Minn.—The Farmers Eltr. Co. will build a 50,000-bu. eltr. and put in a cleaner and feed-mill.

Springfield, Minn.—The Springfield Milling Co. will build a brick eltr. of 60,000 bus. capacity, costing \$30,000.

Courtland, Minn.—The Way-Johnson-Lee Co., of Minneapolis, has succeeded the Imperial Eltr. Co. at this station.

Clinton, Minn.—Matt Larson, farmer, will erect on his farm a cribbed eltr. of 15,000 bus. capacity, with power plant.

Morris, Minn.—Edwards, Wood & Co., Minneapolis brokers, have closed their local office on account of poor business.

Randolph, Minn., July 18.—Rye is ready to cut, and the prospects for a bumper crop of all kinds of grain are exceedingly bright.—Reed & Hartz.

Winona, Minn.—The Winona Malting Co. has recently been incorporated with \$200,000 capital, to erect a malting plant with a capacity of 1,000,000 bus.

Randolph, Minn.—Reed & Hartz have installed in their eltr. a new Webster gasoline engine. The firm has purchased the coal business of the Interior Fuel Co.

Anderson, Minn.—The building bot of the Imperial Eltr. Co. by John Kendall, has been moved upon the right of way of the Northwestern road. Mr. Kendall will repair the eltr.

Glenwood, Minn.—The Prairie Eltr. Co. of Minneapolis has let the contract for the construction of several eltrs. along the line of the Soo road north of Glenwood, to T. F. Costello & Co.

Hastings, Minn.—O'Connell & Schaffer have engaged in the grain business, W. H. O'Connell having bot of A. J. Shaffer a half interest in the eltr. of D. L. Thompson, which Mr. Shaffer recently bot.

Austin, Minn.—The Hunting Eltr. Co., jointly with M. O'Halloran, have bot and will operate in their name the eltrs. of Smith & McLaughlin at Austin and Oakland, and G. W. Hunt of Brownsdale, Minn.—I.

The name of the South Minnesota & South Dakota Grain Dealers Asso. was changed at the annual meeting, June 21,

to Tri-State Grain Dealers Asso., and its territory was expanded to include dealers along the Great Northern and Omaha roads in Nebraska.

St. Paul, Minn.—The executive committee of the Board of Trade is making plans to create public sentiment in favor of the passage by the next legislature of a law compelling the railroad companies to pay demurrage for delay in transit and for reciprocal car service charges.

New members who have recently joined the Tri-State Grain Dealers Asso. are Geo. C. Bagley El. Co., Minneapolis, Minn.; Farmers Union El. Co., Webster, S. D.; Grieg & Zeeman, Estherville, Ia.; A. E. Wheeler & Sons, Canton, Minn.; Milwaukee Elevator Co., Milwaukee, Wis.; J. W. Straup, Shindlar, S. D.

## MISSOURI.

Neosho, Mo.—Geo. La Fevre is building an eltr.

St. Louis, Mo.—Daniel P. Byrne has been appointed state vice pres. of Missouri for the National Hay Assn.

Vandalia, Mo.—A. L. Brannock, mgr. of the Missouri & Kansas Grain Co., has perfected an appliance for drying grain.

Kansas City, Mo.—Mrs. Myrtle Bayard Chisholm, widow of John Chisholm, a former Kansas City grain merchant, died recently at Denver, Colo.

Kansas City, Mo.—The J. Rosenbaum Grain Co. will let contract this week for a 500,000-bus. steel up-house in duplicate of its Ironton eltr. at Chicago.

St. Louis, Mo.—A new grain commission firm has been formed by W. H. Minor, W. W. Powell and W. F. Minor, to be known as Minor, Powell & Co.

Lockwood, Mo.—Sandmeyer & Gilman have succeeded to the business of F. H. Farris & Co. They have increased the capacity of the eltr. from 8,000 to 15,000 bus. and put in all new machinery.

Chillicothe, Mo., July 16.—Threshing just begun in this county. Quality of wheat rather poor, rust and too much rain during harvest materially damaged it. Yield per acre will also be small.—J. T. Milbank & Bro.

St. Charles, Mo.—The W. J. Baird Grain Co. has been incorporated to deal in grains and their products. Capital stock, \$10,000, three-fifths paid. Incorporators, W. J. Baird, A. E. Hucker and George H. Meyer.

St. Louis, Mo.—The board of directors of the Merchants Exchange has ordered to a vote Aug. 2 the rules which will prevent the running of corners in wheat. The actual consumptive, manufacturing and shipping value of the grain will determine the settling price, with 5 per cent added for default.

St. Louis, Mo.—The Thyson Commission Co., whose failure was announced recently, has paid its obligations in full and resumed business. The financial embarrassment of this house was brought about by the failure of a number of their customers to make good margins on sales of July wheat, that option having advanced 10 cents a bu.

Some of the railroad managers, for years, felt as if there were no good reasons for a grain market here and have sought to divert shipments elsewhere. That idea has been pretty thoroughly exploded, as is shown by the fact that prac-

tically all the roads have built or are building large elevators here. The railroad policy from now on will be to build up, rather than obstruct, the growth of the Kansas City market.—H. L. Nicolet at Kansas City B. of T. dinner.

## KANSAS CITY LETTER.

The A. J. Bulte Milling Co. is progressing rapidly with its new mill and eltr.

Ed. Ordway, the western representative of the Invincible Cleaner Co., is again attending to business, after a considerable sick spell, which made him look quite peaked.

Robert C. House, who has been with W. T. Kemper for a number of years, has resigned and purchased a membership in the Board of Trade, and will hereafter do business on his own account.

L. Cortelyou, of Muscotah, Kan., was a recent visitor on 'change and said the damage to the wheat crop of Kansas had been greatly overestimated. His guess at the total damage was 15%.

The Security Milling Co. of Abilene, Kan. reports the first load of wheat to reach the mill from that neighborhood to have weighed 57 pounds to the bu., being a good deal better than the wheat raised on the same ground last year.

The receipts of grain are steadily on the increase. At this point, the increase in the receipts of wheat from Kansas points going up each day, and the grain is not grading nearly as badly as was expected, when the big rain reports were coming in.

H. J. Diefenbaugh, who last Sunday made a trip to Omaha from Phillipsburg, Kan., says that the corn generally looked well in the northern counties of Kansas and in Nebraska, but it was uneven. He said nearly all the wheat was in the shock.

The Hunter Milling Co. of Wellington, Kan., reports having purchased its first load of wheat. It tested 57 lbs. to the bu. Most of the wheat in that section was harvested with headers and a great deal of it was threshed direct from the header barges.

Mason Gregg, who was one of the old timers on the Kansas City Board of Trade, and left several years ago for New York, where he was with the Fowler Export Co., has returned to this city and purchased a membership in the Board of Trade and will make this point his home in the future. Local members are much pleased with his return to the fold.

F. G. Crowell of the Hall-Baker Grain Co. has been investigating the conditions of the wheat crop along the Central Branch of the Missouri Pacific, and he thinks the crop of that entire section will not average 40% of the crop of last year. He made a 150-mile drive and found some of the wheat almost ruined, while other sections seemed damaged but little. He thinks the greatest damage is in west of Beloit.

A trip south on the Missouri-Kansas line developed the fact that the farmers have been able to clean out their weedy corn, and take care of their wheat and oats, while a good deal of hay has been put up. There is a much more cheerful feeling among the farmers and grain men than was the case two weeks ago. Corn is very backward, and the prospects are not bright for this crop in this territory, which is primarily a corn country.—P.



**NEBRASKA.**

Lindsay, Neb.—The Trans-Mississippi Eltr. Co. is remodeling its eltr.

Pilger, Neb.—G. W. Munger will enlarge his eltr. to 12,000 bus. capacity.

Callaway, Neb.—The Omaha Eltr. Co. has installed a gasoline engine in its eltr.

Mead, Neb.—A new gasoline engine is being installed in the Westbrook-Gibbons eltr.

Lodi, Neb.—John Harshbarger will manage the Omaha Eltr. Co.'s eltr. this season.

Elgin, Neb.—The Farmers Eltr. Co. has announced that it will build an eltr. this fall.

Bradshaw, Neb.—The Farmers Eltr. Co. has purchased the eltr. of the McCloud Grain Co.

Orchard, Neb.—Geo. Fletcher will have charge of the Atlas Eltr. Co.'s eltr. at this point.

Table Rock, Neb.—C. R. Smith & Co. have sold their eltr. to Butterfield & Co. of Humboldt.

Lewiston, Neb.—Work has commenced on the new eltr. of William Frey. It will have a capacity of 20,000 bus.

Geneva, Neb.—The Geneva Farmers Eltr. Co. has been incorporated with \$7,500 capital stock, to build an eltr.

Rising City, Neb.—The Nebraska Eltr. Co. has sold its eltr. to the Rising City Co-Operative Asso. This is a farmers co.

Perry, Neb.—Frank Real & Co. are improving their eltr. They have installed a new wagon scale and a 4 h.p. gasoline engine.

Geneva, Neb.—The Farmers Eltr. Co. has secured the Ferguson eltr. at this point. C. F. Buehrer has been retained as manager.

Oxford, Neb.—P. H. Gupton's new eltr. will be larger and better in every way than the old one which was destroyed by fire several months ago.

Omaha, Neb.—The Nebraska-Iowa Grain Co. will erect a 100,000-bu. terminal cleaning house, and has let the contract to the Younglove & Boggs Co.

Seward, Neb.—The farmers about Goehner are preparing to build a farmers eltr. They have now raised \$2,500 and will soon have the necessary sum.

Humphrey, Neb.—P. E. McKillip, a grain dealer here, has been selected by the Democrats and Populists as their nominee for congress in the third district.

Unadilla, Neb.—A. F. Brown, formerly with the Duff Grain Co. at this place, resigned July 1, and is now in Oklahoma looking for a location to embark in the grain business for himself.

Nebraska bulls are talking 'black rust in wheat, red rust in oats and all kinds of rust on the machinery of country eltrs.' It is very evident that at least one Nebraskan has rust on the brain.

Tecumseh, Neb.—The plant of the Wirt Milling & Eltr. Co. will be sold at auction July 27. Some time ago there was a disagreement between the partners, and the mill was shut down while the matter was taken into the court.

Edgar, Neb.—W. R. Ward, buyer for the Farmers Eltr. Co., seems to be in trouble with the company. They charge Mr. Ward with not trying to find, and

sell in, the best markets, and also that he made some errors in bookkeeping.

Randolph, Neb., July 15.—Farmers are starting to cut barley here. Small grain never looked better in Nebraska. We will have a bumper crop; corn is as far along now as it was last year at this time. Weather is clear now and hot, so you know that we can hear the corn grow.—Louis E. Mann.

Omaha, Neb.—At a meeting of the board of directors of the Omaha Grain Exchange it was decided to discontinue the suit filed last January against the Chicago & Northwestern railroad, on account of alleged discrimination in grain rates. The suit was the opening gun of a remarkable rate war in western road circles.

Shelby, Neb.—The Farmers Business Asso. has filed a suit in the supreme court asking that a mandamus be issued which will compel the Union Pacific railroad to erect a public grain eltr. here. They allege that they have been unable to secure a site to erect an eltr. or to purchase either of the eltrs. now operated at this point.

Leigh, Neb.—J. A. Conner is having his eltr. remodeled and put in good condition. For some time there has been trouble on account of water standing in the basement. This was caused by the heavy rains and the raise of the underflow, which revived a dormant spring. A solid cement floor is being put in which will do away with this annoyance.

**NEW ENGLAND.**

Putnam, Conn.—F. M. Cole has purchased the grain business of his father, Thomas Cole, who will retire.

Gardiner, Me.—The Gray-Hildreth Co. has been organized to deal in groceries and grain, with \$10,000 capital stock. President, Frank L. Gray; treasurer, Edgar B. Fowles.

**BOSTON LETTER.**

Grain exporters here are sanguine that the long season of depression is about over, and that western grain will again find an outlet to the European market through this port in large quantities. Already improvement is noted and the week just closed has been one of the best for several months.

The tremendous decrease in the exports of grain from this port is shown in statistics for the six months ending June 30th, 1904. During that time steamers have carried from here 1,505,520 bus. of wheat, 2,663,660 bus. of corn, 22,754 bus. of oats and 42,059 bus. of barley, a total of 4,233,993 bus. For the corresponding six months last year the total exports from here amounted to 9,238,471 bus. of wheat, corn, oats, barley, showing a falling off this year of 5,004,478 bus. The heaviest decrease has been in wheat, the figures this year being 1,505,520 bus., while for the first half of 1903 some 4,211,659 bus. were exported.—H. B.

**NEW JERSEY.**

East Orange, N. J.—Girard Flour & Grain Co. has been incorporated to conduct a grain and flour business. Capital stock, \$50,000. Incorporators: Walter H. Sloane, Charles T. Neale and others.

East Orange, N. J.—The Consolidated Grain Co. has been incorporated, with

\$25,000 capital stock, to deal in grain and food products. Incorporators: Walter H. Sloane, Edward Elsworth, Chas. T. Neale and others.

**NEW YORK.**

New York, N. Y.—Frederick W. Appleton, a grain exporter and former member of the Produce Exchange, died recently.

New York, N. Y.—Franklin Everhart & Co., grain and mining brokers of the get rich quick type, have suspended business.

Oswego, N. Y.—George B. Sloan died July 10. He was formerly of the firm of Irwin & Sloan, who erected the Northwestern eltr. here in 1864. It was destroyed by fire in 1867 and immediately rebuilt. It had a capacity of 450,000.

New York, N. Y.—The board of managers of the Produce Exchange gave a hearing recently on the new railroad contract for grain, but there were very decided objections made by the track men and final action was deferred until later.

Penn Yan, N. Y.—The Birkett Mills has been incorporated for the purpose of manufacturing and the sale of flour and other cereals and the purchase and sale of grain and other farm products. The capital stock is \$150,000. Incorporators are Clarence T. Birkett, Calvin J. Huson, Arthur L. Bailey, Edward Owlett, Walter W. Miller.

New York, N. Y.—The committee on transportation of the New York Produce Ex. has obtained concessions from the combination which controls the floating eltrs. in the New York harbor, which will result in lowering the cost of handling export grain through New York, and may result in bringing back some of the export trade lost to other ports.

**BUFFALO LETTER.**

The Chamber of Commerce has adopted the plan of establishing barley inspection, but the committee to take charge of the work has not yet been appointed.

The Electric Eltr., which lately lost its movable marine leg by a heavy wind, is still operating with the stationary one alone, as the appraisers of the loss have not yet completed their work.

The drowning of grain dealer Frederick J. Miller, mentioned in the last letter, has obliged Frederick Truscott, the senior member of the firm of Truscott & Miller, to give most of his time to the business since that time, though he has other business that needs much attention.

The single lot of rye, which has been held here all the season and for an indefinite time back by eastern parties, is now practically all there is here. It is a long time since so little has come in by lake and it may happen that this lot of 150,000 bus. will be needed here.

The Western Elevating Asso. is becoming active in regard to the plan of the New York Produce Exchange to make Buffalo elevators regular carriers of contract grain and some informal meetings have been held of late to talk the matter over. Communication with the New York grain men is likely to be opened in a few days.

It has been a long time since so little grain has come in on track as is reported now. The condition of the markets seems to be accountable for it, as there is quite as little accordingly, coming in by lake. The railroads are carrying grain out of

here for 3 cents a bu. on wheat, obliging the canal to make a 2½ cent rate to New York, so there is no reason for stagnation from that cause.

So little flour is coming in by lake that the loss of business in that line early in the season by the captains' strike that no catching up is likely to take place. The traffic is light anyhow, the new Washburn-Crosby mill here cutting that company largely out of the trade and the roads are said to be clinging to the trade they obtained by making lake rates.

A third fatality among people well known on 'Change was the demise of Alvan D. Gilbert on the 6th at the age of 82. He has been the office manager for Leonard Dodge 34 years, when in the milling business and later as eltr. owner. He dropped dead while about to take a hand in a game of cards. He was single and left his earnings to Mr. Dodge. Albert H. Adams, a well known grain and eltr. man on 'Change, has been engaged to fill the vacancy.

There is hardship in the State flour mills on account of the terribly high price of western wheat and the giving out of State wheat. A State miller writes to ask for a dealer who will sell him a small lot of northern spring wheat in bags, as he does most of his milling with Kansas wheat, but must have a little spring wheat also. This mixture appears to be the present substitute for the State winter wheat that used to be milled in the country. The new State crop will be quite small.

The tragedy that closed the life of a leading member of the grain trade is still all the talk. The horror of it seems to grow on people's minds as they try to discover the reason for it. On the night of the 15th Edgar T. Washburn returned to his office on 'Change where he staid quite late, conversed in his usual quiet vein with others who happened to be about, went home at midnight, shot his wife, 14-year-old daughter and himself. It was nearly noon the next day before the deed was discovered. He had been recognized on his way home and was himself still to all appearance. It is inferred from a letter that he left that he had been speculating with money belonging to the firm of Heathfield & Washburn, of which he was the office member, but that is denied; and he did not touch any of the funds of the new Corn Exchange, of which he was treasurer, there being \$30,000 on hand. So it remains a matter of speculation whether he had some secret reason for the deed or was merely deranged. He was a strong spiritualist and it is supposed that he took this awful way of keeping his family with him, as his peculiar faith teaches. He left considerable property.—J. C.

## NORTH AND SOUTH DAKOTA

Parkston, S. D.—Jacob Fergin has succeeded Shearer & Fergin.

Clark, S. D.—The Farmers Eltr. Co. has succeeded W. M. Bail.

Aberdeen, S. D.—The Sioux Grain Co. has succeeded A. G. Hahn.

Frankfort, S. D.—The Frankfort Eltr. Co. has succeeded the Merchants Eltr. Co.

Houghton, S. D.—The Sleepy Eye Milling Co. has succeeded the Farmers Eltr. Co.

Madison, S. D.—An eltr. is being built on the Minneapolis & St. Louis R. R. by

the Eagle Roller Mill Co. of New Ulm, Minn.

Kindred, N. D.—The Cornwall Eltr. has been leased for a year by the Farmers Eltr. Co.

Northville, S. D.—The Marshall Milling Co. recently bought eltrs. at Mansfield and Northville.

Kidder, S. D.—H. Schussler has commenced the construction of an elevator on his farm near Kidder.

Burbank, S. D.—The Sioux Grain Co. has succeeded the Crill Grain Co. at this station and Elk Point.

Binford, N. D.—The Farmers Eltr. Co. has awarded the contract for a 40,000-bu. eltr. to Honstain, Bird & Co.

Grover, S. D.—The Northwestern Eltr. Co. has sold its power house and is putting in a new gasoline engine.

Ashley, N. D.—The Ashley Roller Mill Co. is contemplating the erection of a large eltr. in connection with its mill.

Oriska, N. D.—An eltr. which will be completed in time for this year's crop is being erected by the Acme Eltr. Co.

Valley City, N. D.—The Russell-Miller Milling Co. has purchased the Great Western Eltr. and will remove it to Berea.

Brookings, S. D.—The Farmers Eltr. Co. contemplates moving its eltr. to a new location and increasing the capacity by an addition.

Linton, N. D.—A deal has been closed by Herman Backhaus for the erection of a 21,000-bu. eltr. It will be completed in September.

Webster, S. D.—M. Darmody is arranging for the erection of a larger and more modern structure to take the place of his old eltr.

Mount Vernon, S. D.—The Mount Vernon Milling Co. will increase the storage capacity of its eltr. by 10,000 bus., and install new boilers.

Grover, S. D., July 21.—Wheat, oats and flax are looking very good, but most of the barley is thin.—W. J. Grater, Agt., Hawkeye Eltr. Co.

Albee, S. D.—Contract has been let by O'Leary & Cahill for the construction of a 25,000-bu. eltr., which will be completed in time for the new crop.

Wilton, N. D.—Gruber & Lyons are making arrangements for the erection of a 35,000-bu. eltr., which they expect will be ready for the new crop.

Valley City, N. D.—The Occident Eltr. Co. has bought the eltr. of the Osborne-McMillan Co. at North Valley City. John Laird will still act as agent.

Gorman, N. D.—A new structure of twice the capacity will soon replace the old eltr., which is under the management of John Thompson, as agent.

Henry, S. D.—E. Blankenburg, formerly of Ivanhoe, Minn., writes us that the firm of E. Blankenburg & Co. will improve and install a new Monitor Separator in its eltr. at Henry.

Pierpont, S. D.—The Exchange Grain Co. is repairing its eltr. The office room will be remodeled and lined with fireproof material; and new machinery, including scales and a gasoline engine, will be installed.

Drayton, N. D.—Wm. Morrison, agt. for the Thorp Eltr. Co., informs us that the Monarch Eltr. Co. is building a 25,000-bu. eltr., and that Jas. Bellamy, Sr., has

purchased and will operate the plant of the Victoria Eltr. Co.

Groton, S. D., July 18.—Crops looking very good in the vicinity of Groton and east into Day County, but from the James River to the western line of Brown County crops have suffered from lack of moisture.—Groton Milling Co.

Ellis, S. D.—This little town claims the state prize for the largest amount of grain shipped per capita during the past year. A total of 292,830 bushels or an average of 10,458 bus. for each man, woman and child have been shipped during the twelve months.

Doland, S. D.—The eltr. owned by the Van Dusen Harrington Co. is being enlarged and improved. The capacity will be increased to over 30,000 bus. and a gasoline engine will take the place of horse power. Similar repairs were recently made on the company's eltr. at Verdon.

Milnor, N. D.—Fire, reported to have been of incendiary origin, destroyed the eltr. occupied by the Andrews & Gage Co. on the morning of July 5th. Loss, including about 2,600 bus. of grain, amounted to \$10,000. The eltr., which was owned by the Consolidated Eltr. Co., will probably be rebuilt.

Fargo, N. D.—The independent grain buyers of Minnesota and North and South Dakota have been summoned by O. G. Major, an organizer of farmers' eltr. companies, to a meeting to be held in Fargo, July 27. A plan is on foot for the consolidation of the independent buyers in these states and the erection of a terminal eltr. at Duluth.

The South Dakota and South Minnesota Grain Dealers Assn., now known as the Tri-State Grain Dealers Assn., will hold a meeting on Tuesday, Aug. 2, at Mitchell, S. D., for which a general invitation is extended to all the grain dealers in South Dakota and to the general public. The program will consist of a talk on "Relations of the Grain Dealer and Farmer," by J. L. McCaull of Minneapolis; "Work of the National Assn.," by Geo. A. Stibbens, secy. of the National Assn.; "Improvement of Grain Crops," by Prof. E. C. Chilcott of the South Dakota Agricultural College, and on "Corn Culture," by Prof. P. G. Holden of the Iowa Experiment Station, Ames, Ia.

## OHIO.

Anna, O.—C. C. Toland has had his eltr. remodeled. W. E. Taylor did the work.

Mansfield, O.—Cline & Nelson have installed a Clipper Seed Cleaner in their eltr.

Cincinnati, O.—L. C. Rose & Co., a stock, grain and provision brokerage firm, have suspended business.

Tremont City, O.—E. E. Gard has sold his eltr., grain, lumber, coal and hardware business to Omer Snyder of Pleasant Hill, O.

Keno, O.—The Kress Grain Co. has been incorporated by Harvey W. H. Kress, Frank Schmitt, Elizabeth Schmitt, L. M. Comer and W. S. Pottenge.

Cincinnati, O.—Early & Daniels have leased for 25 years one-half of the Big Four eltr. It has a capacity of 750,000 bus. They will spend \$15,000 for new equipment.

Plankton, Crawford Co., O., July 12.—Haying is in progress here. Too much rain, all cut so far is damaged. Wheat



ready to cut. Corn is getting weedy.—P. J. Thompson.

Toledo, O.—Toledo drops the word soft in wheat. The grade of No. 2 soft continues the same as last season, but it will be called No. 2 red winter to correspond with the other markets.

Jackson Center, O.—Wm. Ludwig has about completed the remodeling and enlarging of his eltr., making it more up-to-date. The capacity has been increased to 40,000 bus. and a 30-h.p. gasoline engine has been installed.

Plain City, O., July 13.—Some wheat has been cut and it will not make 4 bus. to the acre. One farmer started to cut his wheat; after examining it he decided to let it stand, as it would not pay for the twine. Oats are down bad; late oats will be the best.—Hall & Noon.

Cincinnati, O.—The main office and warehouse of Henry Heile & Sons, located at Water and Walnut streets, was totally destroyed by fire at 2 a. m. July 12, loss on the building and stock being about \$125,000, fully covered by insurance. While the building was comparatively new, having been erected in 1895, the site was one of the old landmarks in the city. Henry Heile has been engaged in the wholesale business at this location and immediate vicinity for the past fifty-seven years. Temporary quarters have been secured and there will be no interruption in the business.

Dunkirk, O.—July 11. Our wheat crop here looks as though it had improved 50 per cent over two months ago. Oats will be exceedingly heavy if nothing hinders from now on. Our corn crop as a rule is fine and generally clean, altho it has been very wet for about a week or ten days. Generally speaking, our hay crop is fine, but it has been almost impossible to make clover hay on account of rains. Indications are now for some hay weather, but should weather continue wet for another week or so the clover will be past making. Timothy hay ought to be made now.—C. Friedly.

#### TOLEDO LETTER.

There are less than 10,000 bus. of wheat in Toledo public eltrs.

George B. McCabe is still confined to his home, altho greatly improved.

Hicksville, O.—Hood & Conrad have dissolved partnership, Conrad retiring.

Celina, O.—Schunck & Beirsdorfer have purchased the Model Milling Co.'s eltr.

The Toledo Eltr. Co. has purchased a site at Shelbyville, Ind., and will erect an eltr.

G. H. Blankmier, aged 60 years, for 35 years in the employ of the Wabash Eltr. Co., is dead.

Harvesting of wheat has begun in this section and plenty of the new crop is moving to this market.

Bucyrus, O.—B. F. Louck has disposed of his eltr. and will retire, having been in business since 1859.

Findlay, O.—A disastrous storm swept over this section last week, seriously damaging the wheat, corn and oats crops.

R. P. Lipe made a several days' trip on his automobile through northern Indiana last week, and reports that crops look fine.

The Toledo Produce Exchange is priding itself in having two of its members on the city council. John Wickenheiser has been a member of that body for some

time, but just recently William A. Spera, one of the Exchange's grain inspectors, was elected to a seat in the council chamber.

The Travis-Emmick Co. has brought suit against the Miller's National Insurance Co. for \$5,000, which amount is said to be due the grain concern on an eltr. which was destroyed by fire at New Haven, Ind., April 21, 1904. The plaintiff gave as a consideration a premium note for \$1,075 and a cash premium amounting to \$107.50.

#### OKLAHOMA

Fairfax, Okla.—L. A. Wisemyer will erect an eltr.

Hennessey, Okla.—S. R. Overton is building an eltr.

Helena, Okla., July 20.—Shock threshing in full blast.—X.

Carmen, Okla.—The Carmen Eltr. Co. will install a grain cleaner.

Garber, Okla.—H. F. Anthony has sold his eltr. to R. R. Sharp.—J. W.

Braman, Okla.—The Braman Grain Co., recently incorporated, is building an eltr.

Helena, Okla.—F. A. Lovell of Waukomis will have charge of Goltry Bros.' new eltr.

El Reno, Okla.—J. C. Robb of Kingfisher is now Pres. and Gen. Mgr. of the Choctaw Mill & Eltr. Co.

Dakota, Okla.—The Farmers Co-operative Shipping Assn. has been incorporated. Capital stock, \$5,000; incorporators, A. Minor and others.

Okeene, Okla.—The East Side Mill & Eltr. Co. plant was destroyed by fire on the 18th, together with about 1,000 bu. wheat and 700 sacks flour. The loss will approximate \$18,000, with \$10,000 insurance.—J. W.

#### OREGON.

Portland, Ore.—C. E. Curry has succeeded T. W. Smith as mgr. for the Northwestern Warehouse Co.

#### PENNSYLVANIA.

Wingerton, Pa.—J. N. Lehman will buy a separator.

Wingerton, Pa., July 19.—The wheat in this section is of good quality and is making a good turn out.—M. Lehman.

#### PITTSBURG LETTER.

The firmness noted in hay has extended to oats, and the situation possesses more life than it has at any time since the middle of May. This is due to contracted receipts and some increase in demand.

Wholesale houses say they are selling as many goods in sections where the patronage of farmers is the chief reliance as at any time in the past four years, while, in other districts, where manufacturing industries are the support, trade is dull, and consumers have cut their requirements down to the lowest point.

The Pittsburgh Grain Trade Assn., which had expected to be down to the regular transaction of business at the first of June, was not in proper running order at that time, and this is really the first of month of routine proceedings. Reports were received from all members during the first week of July, which have been tabulated by the secretary, and information as to the standing of buyers is now available to all members of the Assn.

Credits will be much more carefully watched with this assistance.

Shelled corn is in fair activity and is holding its own in price, No. 2 yellow commanding 55½ to 56 cents. Receipts are light, and demand is just about sufficient to take care of the reduced number of arrivals. Dealers are getting about all they can comfortably handle, and are not pressing for further consignments, preferring to let well enough alone until there is a real increase in request. Ear corn is also just about balanced as to supply and demand, the call for this grain being at low ebb now, and not much required.

Notwithstanding the fact that general business is dull there is a much better feeling in hay than there has been for over a month. Receipts have fallen to a minimum, owing to the fact that quotations here for a long time have been unattractive, and shippers have not bothered themselves to forward consignments while the market displayed so little life. That fact has brought about more lively bidding for what is offering, and top grade timothy has improved considerably. Prices which had gone very low have reacted, until at the present writing there is a place for No. 1 timothy at probably \$15 per ton, while fifty cents below that is a sure selling figure for all offerings.

After a long battle the Pittsburgh and Lake Erie Railroad has been brought to time by the persistence of the railroad committee of the Pittsburgh Grain and Flour Exchange, and switching charges to Allegheny have been abrogated. This means that consignments originating on the Lake Shore and Michigan Southern, save from a few excepted points, will be reconsigned to Allegheny without extra charge. Heretofore switching charges have varied, but have been as high as 62½ cents a ton. Receivers have felt this to be a burden for a long time, but failed to obtain any relief from the railroad people until the Exchange made the matter an issue, and went to work through its railroad committee.—C. H.

#### SOUTHEAST.

Charlotte, N. C.—The Adams Grain & Provision Co. will soon let the contract for a 3-story warehouse, 80x100 ft., of brick, with the top floor on a level with the car door.

Newport News, Va.—Henry M. Scheer has resigned his position with the New York inspection department to accept the position of inspector at the Chesapeake & Ohio R. R. elvtrs., filling the vacancy caused by the death of Mr. Tyler.

#### TENNESSEE

Memphis, Tenn.—As an expression of their regard for Mr. E. K. Voorhees, general freight agent for the Frisco System, the grain dealers at this market presented him with a chest of silver.

Clarksville, Tenn.—The Pembroke Eltr. Co. has been incorporated, with a capital stock of \$8,000. The officers of the corporation are A. O. Dority, pres.; C. W. Morrison, secy. and treas.

Nashville, Tenn.—John A. Tyner & Co.'s grain, hay and feed warehouse was damaged by fire July 19 to the extent of \$10,000. The loss on the contents was about \$5,000, covered by \$3,000 insurance.

Nashville, Tenn.—The Capital Grain Co. has been incorporated with a capital stock of \$70,000. The incorporators are R. W. McLemore, J. B. McLemore, Sam-

uel Pointer, Joseph Fox, William Cheairs and F. G. Lester. The company has purchased 21 acres of land fronting 1,000 feet on the Cumberland River in West Nashville, and will at once erect a large eltr. and warehouse with a capacity of 200,000 bu.

## TEXAS.

McKinney, Tex.—Hill & Webb have their new eltr. about ready for operation.

Commerce, Tex.—The Commerce Milling Co. has let the contract for a 40,000-bu. steel eltr.

Whiteright, Tex.—B. B. Kimble has completed two large steel tanks, in which he is storing wheat.

Austin, Tex.—G. W. Gregory, formerly of Hillsboro, is said to be doing business under the firm name of J. A. Basford & Co.

McKinney, Tex.—A new firm known as the Southwestern Grain Co., and promoted by Dawkins and Brown, will enter the grain business Aug. 1.

Mabank, Tex., July 19.—A bumper corn crop is now made; wheat and oats fair, cotton good, but complaints of damage by boll weevil.—J. M. Osborne.

Temple, Tex.—The grain storehouse of E. B. Greathouse collapsed July 18, with a loud crash, spilling 75 carloads of oats over the sidewalk and into the street.

Abbott, Tex.—J. L. Walker is not a member of the firm of Walker & Boyd, altho he manages the business. His wife, M. M. Walker, is a member of the firm.

McKinney, Tex., July 22.—As fine a prospect for corn crop as ever known. Wheat threshing in this section about over. Large per cent has been stored by farmers, who are expecting \$1 wheat.—Kitching Grain Co.

Ft. Worth, Tex., July 21.—The Empire Grain Co. has just succeeded closing up the deal for the land for its elvtr., which embraces 4½ acres just west of the city on the Frisco Railroad. Today it is letting the contract for the excavation for foundation, and hopes by the latter part of next week to have the foundation well under headway. As fast thereafter as is possible it will complete the balance of the work.

Ft. Worth, Tex., July 11.—Thrashing in Texas is about completed, and in the writer's estimation the crop of both wheat and oats has been disappointing. Very few oats, comparatively, have come into sight, but it is probable that farmers have considered prices too low and are holding for from 40 to 50 per cent to equal last season's prices. I never saw so much corn since I have been in the State of Texas as is now almost matured, and we believe the State will raise as much as it ever has done. I do not think any of the dealers have made much on the crop so far, and hope for better times later on.—E. R. Kolp.

Ft. Worth, Tex., July 22.—Our grain crop, especially wheat, is not turning out near as per expectations. As an illustration wheat that we figured on thrashing out 20 to 25 bu. is turning out 15 to 18 bu., and whereas we expected the quality to be good it is the reverse, and perhaps two-thirds of our crop is 56 per cent test and below. It seems that just at the harvest the black rust struck it, which caused it to be badly shriveled. All kinds of prices are being paid in the State; as a matter of fact it seems that both the Grain

Dealers Assn. and the Millers Assn. have lost their cue. However, I presume some of us will get tired of this some of these times, when we will take a better view of things.—I. A. M.

## TEXAS LETTER.

Houston, Tex.—The T. H. Thompson Milling Co. has been placed in bankruptcy.

Crawford, Tex.—Tate & Alexander is the title of a new grain firm at this point.

Celina, Tex.—The Celina Mill & Elvt. Co. has increased its capital from \$30,000 to \$50,000, and will make expensive improvements in its plant.

Everyone interested in grain states that this State this year will have the record crop of corn. As the time approaches for the harvest of this grain the reports get more bullish. The early corn, which is the big crop, is already made, and the late corn is making a very fair stand, and will produce well from the present prospects.

At a meeting of the Texas Millers Assn. on the 14th at Ft. Worth the matter of the wheat crop was gone over and it was the consensus of opinion that the Texas crop would be something like 10,000,000 when all was marketed. It was also stated that the farmers in many cases were putting up their grain in a green condition, and that unless very carefully looked after it would spoil. There was a possibility that a good per cent of this grain would never reach the market on this account, or at least be unfit for milling purposes. Part of the Texas crop was damaged by the rains in June, but to what extent at this time is not known, further than the fact that considerable of the wheat that is being marketed is not grading well and the first wheat which was offered was of a very high grade, and it would seem that a good percentage of the wheat will hardly grade No. 2.

Great interest is centering on the experiments being carried on by the government at Victoria, Tex., with the Guatamala ant on boll weevil. Bulletins from there are to the effect that the ant has attacked and is killing off the weevil, boll worm, and in fact every form of insect life on the cotton plant, and that without damage to the cotton. Should these experiments prove the solution of the weevil trouble it will mean raising the quarantine against Texas grain and hay in the southeast. This quarantine is working a grave hardship on the Texas grain shippers, more especially in regard to hay this season, though with a good year for oats it would affect the price of the Texas red rust proof very materially, as great quantities of these oats are shipped to the southeast for seed. This year, however, the Texas crop of oats is very short. The Carolinas, which have always been a heavy buyer of Texas grain, have instituted a rigid quarantine against the State and made the railroads liable for heavy fines for bringing Texas grain into the State.—J. S. W.

## WASHINGTON.

Seattle, Wash.—The Gaffney Warehouse was burned July 12. Loss, \$20,000, mostly on grain and hay.

Rockford, Wash.—W. A. Stark has bot H. W. Collins' warehouse, and will engage in the grain business.

Tacoma, Wash.—Katherine, the daughter of J. R. Hucek, was married to C. A. Gordon at Chicago, Ill., July 18, against the wishes of Mr. Hucek.



**Cover's Dust Protectors**  
RUBBER PROTECTORS, \$2.00  
METAL " 1.50  
SENT POSTPAID ON RECEIPT OF PRICE; OR ON TRIAL TO RESPONSIBLE PARTIES. HAVE AUTOMATIC VALVES AND FINE SPONGES.  
**H. S. COVER**  
153 Paris St. South Bend, Ind.



**TRIUMPH POWER CORN SHELLER**  
**CO. BARTLETT & CO.**  
CLEVELAND O.

**Standard Scale & Foundry Co.**



**MANUFACTURERS OF SCALES**

RAILROAD, DORMANT, SUSPENSION, PORTABLE, STOCK, WAGON, HOPPER, WAREHOUSE  
**KANSAS CITY, MO.**

## BULLETIN No. 8.

**WARNING**—If you have any old foggy ideas against advertising better not read these bulletins, because if you do you're liable to be converted from them in spite of yourself.

## Gospel Truth

Maybe you think all "gammon" about our ability to help increase your business. Well, maybe it is, but here's what we did for one concern:

Swelled the number of orders to more than double what they's ever been. Cost for our services in that case was \$300.

For another we more than doubled his business (it was a small one), at a small cost altogether of \$250, the "velvet" of which was \$3,500.

For another we formulated a proposition, sent it to one thousand, and got one hundred and fifty acceptances; profit \$3,750, cost \$40.

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

**Marsh Advertising Agency,**  
Stock Exchange Building, Chicago.



Spangle, Wash.—A grain eltr. of 50,000 bus. capacity will be erected by the Farmers Warehouse & Eltr. Co., which has engaged John Peters as mgr.

Kennewick, Wash.—The Kennewick Grain Co. has been incorporated by J. W. Hughes of Reardon and others, to buy wheat at Pasco, Connell, Kiona and Kennewick.

Pomeroy, Wash.—Grain was delivered earlier this year than ever before in Garfield County. M. H. Hauser received one farmer's crop of white winter barley July 9.

Davenport, Wash.—W. O. Mansfield will represent the Washington Grain & Milling Co., which has leased all the warehouses of the Seattle Grain Co. on the C. W. and branch roads.

Donohoe, Wash.—Hardesty & Wilson will erect a warehouse of 35,000 bus. capacity at Donohoe, and will build an addition to their warehouse at Rosalia of 30,000 bus. capacity, needed by the increase in business.

Rosalia, Wash., July 20.—Crop will be above an average in this locality. Spring grain has been improved by the late rains, which is all that the country needs. Yield will be about 30 bus. per acre. Prices will be good and the farmers will wear diamonds as large as walnuts.—J. G. Hardesty.

### WISCONSIN.

Grand Rapids, Wis.—The Jackson Milling Co. will enlarge the eltr. at the mill from 8,000 to 22,000 bus. capacity.

Milwaukee, Wis.—Work on the new grain tanks of the Atlas Mills is progressing under the direction of the Barnett & Record Co.

Milwaukee, Wis.—Benjamin Stern & Sons have let the contract for the construction of 9 grain tanks to the Barnett & Record Co.

Madison, Wis., July 15.—It is doubtful whether the prospects for a uniformly good yield of the various important crops of the state has been better for a long term of years. All spring sowed grains are in satisfactory form. The growth of straw is not as great as last year, saving lodging, and materially increasing the prospect of grain yield. Condition of oats, 98 per cent; spring wheat, 95 per cent; barley, 98½ per cent. Corn has made very rapid growth within the past few days, and with the warm weather it is reasonable to expect will yet make a fair showing for a crop. The plants are of excellent color, and some fields are already commencing to tassel. The percentage of condition reported is 85 per cent. Potatoes are doing nicely, making a rapid growth, and have not been specially troubled by bugs. Their condition is reported at 97 per cent.—John M. True, secy. state board of agriculture.

### MILWAUKEE LETTER.

W. M. Tracy, Jos. C. James, Robt. D. Covington, F. W. Cooper and Chas. A. Brown have been elected members of the Chamber.

The improvement in the local service of the C. & N. W. R'y since new agents were installed is marvelous. A general shaking up now and then is good for any system which has been travelling in ruts.

A committee of five members of the Chamber was appointed to represent it during the visit here of the Congressional

merchant marine commission, and it is believed that the conference had with the latter by representative business men of the city will result in much good for the future.

Local traders, while regretting that E. C. Wall did not obtain the nomination for the Presidency at the St. Louis convention, are glad to retain him in their circle, where he is very popular. He was one of the most efficient presiding officers that the Exchange ever had and his advice on matters of policy is frequently sought by the directors.

At a meeting of the directors of the Chamber on the 12th inst. C. B. Stern, who represented this board at the meeting in Chicago called to protest against the proposed uniform B/L gave a very interesting report of what had been accomplished there, and recommended that the Chamber become a member of the new American Shippers' Assn. No action was taken, but the prevailing sentiment seems to be favorable to doing so.

Local grain men have been very much pleased to receive letters from dealers who attended the convention expressing their appreciation of the entertainment furnished to them here. This exchange of amenities has certainly been a good thing for all concerned, and it illustrates one of the most important phases of Assn. work. The cordiality of the thanks received from the visitors in the present instance is particularly gratifying to members of the committee of arrangements, who labored early and late in the cause of hospitality.

Although Milwaukee is less affected by the proposed "uniform" bill of lading than markets farther to the South and East, much interest has been taken in the meeting at Chicago called to protest against its provisions, and the latter was participated in by delegates from the Chamber of Commerce and other local bodies. It is confidently believed that, in view of this expression from shippers, the railroads will not insist upon putting such a bill of lading into effect. There is, of course, no objection to a uniform bill of lading; in fact, the latter would be heartily welcomed if drawn upon the proper lines.

The removal of the light at North Point, against which the commercial interests of this city made unavailing protest to the Treasury Dept., has already resulted in the running aground of a steamer in the fog. Fortunately no serious damage resulted to the boat or its cargo, but the folly of removing any safeguard to navigation is none the less demonstrated. This is a matter in which interior districts are interested as much as those bordering on the lakes, for anything that tends to increase the shipping hazard is ultimately felt in the region where the grain is grown. Money spent wisely for harbors, rivers, etc., is a good investment, if only to keep down freight rates by providing water competition.

Minneapolis houses are reported to be making a raid on this market in an effort to spirit away some of our best barley salesmen and buyers. They appear to have the idea that the former site of a frontier trading post (in the not far distant past) is going to develop so far as to absorb practically the entire grain trade of the Northwest, and they feel especially puffed up as a result of their really astonishing success with barley. However,

they are still short of breweries, malt-houses and a population trained to imbibe large quantities of the beer that made St. Louis jealous. Our advice is to go slow. Bill Goetz and other "chevaliers" of the barley trade would not leave Milwaukee, and there is no use in trying to steal them.

The annual convention of the Wisconsin Grain Shippers' Assn. will be as pleasantly remembered, in its way, as the larger gathering which was held here last month, and to an impartial observer the prospect that much benefit to the trade in the state at large will result from this organization seems very encouraging. Primarily, of course, it is a union of country grain dealers and intended to conserve their interests; but the leading receivers at Milwaukee are beginning to take an active interest in the Assn. and to give it very material support. At the meetings held in the Kirby House the attendance of buyers and commission merchants was proportionately large. Last year the latter, or many of them, looked with suspicion upon the new organization, believing it to be a scheme of certain large elevator interests to obtain control of the grain business in the state, and, strange to say, those may yet be found who take that view; but they are hopelessly in the minority.

The work of the Assn. has, in fact, tended to free the trade from the tentacles of certain healthy young octopii, which threatened to place the grip of monopoly upon the most fertile sections of the state; and the average independent dealer is today in a position where, by belonging to the Assn., he can successfully defend his rights. Within the organization itself he has as much power, though possessing but one eltr., as the company that owns ten or twenty or more, for each dealer has but one vote, regardless of the number of stations at which he may operate. This fact is coming to be realized more and more, and, instead of actively or negatively opposing the Assn., Milwaukee commission merchants are beginning to put in a good word for it whenever they can. It is, of course, greatly to their interest to have the number of independent dealers continue undiminished.—I.

John Hyde, chief of the bureau of statistics, reports the condition of barley July 1 as 88.5; against the 10-year average of 87.1.

Don't buy wheat in a bucket-shop. The strongest one in the Northwest is playing very close to the cushion; and if wheat keeps going up the concern will go broke, leaving thousands of victims between Milwaukee and Winnipeg.

Grain cradles have been used very profitably by farmers in Kansas and Missouri, where the wet weather has prevented the use of machinery in the harvest field. Confronted with the alternative of letting his wheat go to ruin, the farmer who places every available hand in the field with a cradle is wise.

Rejected and N. E. G. wheat will be plentiful this year. Not only will Kansas have it, but there will be considerable in Illinois, Indiana, Ohio and Michigan. We have seen many samples of Indiana and Ohio wheat that were nothing more nor less than good screenings, the wheat being very badly shrunken, full of chaff, and heads not filled. This stuff is going to sell low, and we caution about paying too much for it.—J. F. Zahm & Co.

## Patents Granted

Malting Drum. No. 764,828. Herman Schreier, Sheboygan, Wis.

Explosive Engine. No. 764,614. Geo. F. Murphy, New York, N. Y.

Governor for Grain Feed. No. 764,705. John E. Bousser, Halstead, Kan.

Electric Igniter for Gas Engines. No. 764,998. Edgar Ford, Wilmington, Del.

Fly-Wheel for Explosive Engines. No. 764,356. Wm. B. Hayden, New York, N. Y.

Apparatus for Treating Seed Grain. No. 764,122. Alfred M. Haldaway, Pleasantgrove, Utah.

Drier. No. 764,552. Jesse D. Bourdeau, Battle Creek, Mich., assignor to Bourdeau Food Co., Battle Creek.

Rotary Explosive Engine. No. 765,047. Chas. E. Shumway, Albion, Mich., assignor of 7-16 to Edwin M. Munger, Albion.

Speed Regulator for Explosive Engines. No. 764,840. John C. Crocker, Grove City, Pa., assignor of 1/2 to H. B. Heaslet, Grove City.

Pivoted Bucket Conveyor. No. 765,068. (see cut.) Jas. M. Dodge, Philadelphia, Pa., assignor to Link Belt Engineering Co., Philadelphia. The pivoted gravity bucket has at one end an auxiliary receptacle adapted to receive material passing the upper edge of the bucket.

Conveyor. No. 765,069. (see cut.) Jas. M. Dodge, Philadelphia, Pa., assignor to Link Belt Engineering Co., Philadelphia. The bucket has a pocket extending from one end and below its upper edge, and the pocket catches the material escaping between two buckets.

Drying Apparatus for Grain Bins. No. 764,237. (see cut.) Alex. R. Hagner, Hagerstown, Md. A perforated cylinder extends from side to side of the bin, with a central shaft having fan blades to force air thru the perforations in the cylinder and thru perforated tubes communicating with the cylinder.

Grain Separator. No. 764,478. (see cut.) Frank R. Lewis, Neche, N. D. A rotary drum has parallel longitudinal blades along its periphery which project the grain in an aerial course. Above the drum is a hopper having a feeding slot. A vertically adjustable fan blows downwardly against the course of the grain.

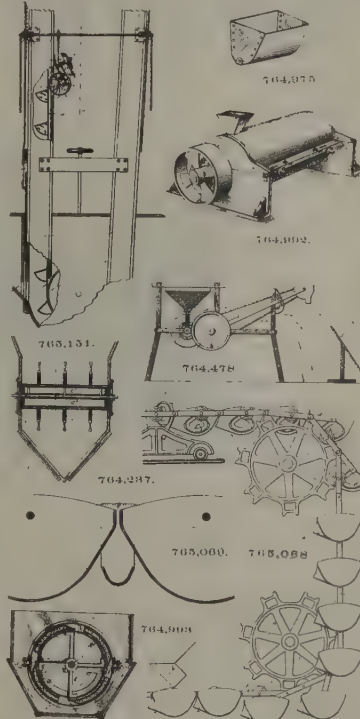
Automatic Attachment for Elevator Belts. No. 765,151. (see cut.) Jas. B. Soule, Minneapolis, Minn., assignor of 1/2 to the Central Machine Works Co., Minneapolis. The gate controlling the feed into the elevator boot is automatically opened and closed by a tripping device driven by a pulley pressed against the belt by a spring, the speed of the pulley being regulated by a governor.

Elevator Bucket. No. 764,975. (see cut.) Wm. G. Avery, Painesville, O. The body portion is formed of an integral blank having oppositely and inwardly projecting flanges at both ends, the flanges extending from the upper portion of the body to a point near the bottom thereof, and having a portion of the lower end of the body cut away to leave individual

or separate lugs with end pieces adapted to engage and be secured to the flanges and lugs.

Rice Brushing Machine. No. 764,993. (see cut.) Jos. F. Dunlap, Riceville, La. The casing contains a cylindrical screen, within which is a drum carrying a number of imperforate brushes, each having a spiral feeding groove. The brushes have an under layer of sheet material, an intermediate layer of cushioning material and an outer flexible layer of sheet material in overlapped sections secured at the forward end and having free rearward ends.

Rice Milling Machine. No. 764,992. (see cut.) Jos. F. Dunlap, Riceville, La. The feeding and hulling cylinder is con-



tained in a horizontal housing and has on its outer surface a series of spirally disposed feeding and hulling ribs, the several spiral series overlapping one with the other and having a gradually increasing inclination toward the inlet end of the housing. Each side of the cylinder has a hulling bar adjustable to and from the hulling ribs.

Bucket-shops are going down like ten-pins everywhere on account of the rise in wheat.

Beans and peas of foreign origin, amounting to 102,700 bus., were exported during the 11 months prior to June 1; compared with 41,200 bus. during the corresponding period of 1902-3.

Like the summons from the dead comes the notice to commission merchants to file their claims in the bankruptcy proceedings of E. L. Harper, whose wheat deal wrecked the Fidelity bank at Cincinnati 20 years ago.

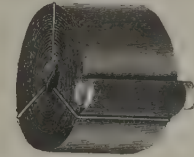
Sir Alfred Hickman, M. P., proposes a duty on all grain from foreign countries, home grown grain and grain from the colonies receiving a bounty. The revenue from foreign grain is to go to the British farmer.

## Regards Our Canadian Lands

Quite a number have examined same of late. We are going to sell, and the best bidder gets it. It is the choicest and cheapest land on the market, so if you want it act quick. Address

**W. R. MUMFORD CO.,**  
428-30 Rialto Bldg., Chicago.

## The Whitman & Barnes Mfg. Co.



**TRANSMITTING  
CONVEYING  
ELEVATING**

Chicago  
Cincinnati  
St. Catharines, Ont.  
Minneapolis, Minn.  
New York  
Kansas City  
London, Eng.



**Belting  
Pulleys**

**Packing  
Hose**

**ANYTHING - EVERYTHING  
ELEVATOR SUPPLIES**

Tell us what you need and we will quote you prices that are right

**Ft. Dearborn Belting & Supply Co.**  
161 E. Lake St., CHICAGO, ILL.

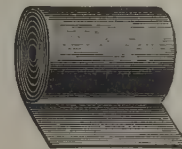
## BELTING

**FOR  
CONVEYORS**

**AND  
ELEVATORS**

**ALSO  
Fire Hose,**

**Packing, etc.**



We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.

**GUTTA PERCHA & RUBBER Mfg. Co.,**  
96-98 LAKE ST., CHICAGO.  
**BROWN & MILLER, Managers.**



## Every Power User

can easily keep belts in perfect working order with

**Conner's Belt  
Tightener**

Stretches any belt to proper tension. Readily applied; one man does all the work. Clamps can't slip nor mar. No wrench needed. Strong, durable, economical—a great time and labor saver. Write for full description and prices.

**Conner Belt  
Stretcher Co.**  
101 Conner Street,  
Pendleton, Ind.



## Grain Carriers

The Chicago Board of Trade will establish a traffic bureau.

Lake rates on corn and oats from Chicago to Buffalo are  $\frac{3}{4}$  to 1 cent.

The Minnesota railroad commission recently heard the case of the Loftus-Hubbard Elevator Co., of St. Paul, against the Duluth & Iron Range Railroad, over a shipment of hay damaged in transit.

The total number of cars of freight handled by 38 car service Assns. of the United States during May was 2,289,353; compared with 2,345,889 a year ago, showing a small decrease in general traffic.

Stranger—I never saw it so dull in Chicago before. What has become of your lake commerce?

Lake Captain (lounging about deserted dock)—Stubbed its toe on the river tunnels, mister.

Judging from the fact that the trunk lines do not rebuild their transfer eltrs. at Chicago, they have not much faith in their ability to hold the grain carrying business in competition with the gulf lines. The Wabash, Grand Trunk, Nickel Plate, L. S. & M. S. and B. & O. transfer eltrs. have been burned within the last year but not rebuilt.

The Kentucky Railroad Commission gave a hearing July 12 to the complaint of the Lumbermen's Club of Louisville that the Louisville Car Service Assn. is a trust and that its charges are exorbitant. The lumber shippers have been encouraged to take action by the opinion of the U. S. district attorney at Chicago that such Assns. are contrary to the Sherman anti-trust act.

The rapidity with which traffic conditions change is illustrated by the grain situation. Ten years ago the roads east of Chicago laughed at the suggestion that the time would come when the seaboard lines would have to fight for a fair proportion of the export traffic in grain. Today the eastern roads are fighting a desperate battle to retain one-half of the grain tonnage originating west of the Mississippi River. As the center of production moves farther west the struggle is bound to grow sharper, and the time has come when eastern roads must relinquish their supremacy in the grain traffic.

Altho the decision of the Interstate Commerce Commission, July 14, was against the railroads, the wholesale grain dealers of the Aberdeen group are dissatisfied. Like most of the decisions of the Interstate Commission, it has no effect. The dealers in the Aberdeen Group Assn. will not be able to extend their business to many points where they are now practically prohibited from doing business. The Commission decided that the Mobile & Ohio Railroad Co.'s rates on grain and grain products are unlawful and should be reduced, but that the road is justified in making a lower scale of charges on freight from St. Louis, East St. Louis and Cairo, Ill., to Mobile, Ala., and Meridian, Miss., than for the shorter distances to Tupelo, Aberdeen, Columbus, West Point and Starkville, Miss., under the competitive conditions.

Representatives of shippers and railroads held a conference at Chicago July 14 regarding the uniform bill of lading. The agents of the transportation companies claimed the proposed bill is in effect not different from the bill adopted 10 years ago by the official classification committee, and that the western roads are anxious to adopt the bill for the sake of uniformity. The shippers objected that the bill would increase freight rates 20 per cent. R. B. Schneider, pres. of the Grain Dealers' Nat'l Assn., said that if the uniform bill of lading were adopted big shippers who could afford to carry their own insurance would get freight rates 20% less than the small shippers, who would have to pay the railroads for assuming their liabilities under the common law as common carriers. He said that if the rates of the railroads are not high enough to enable the railroads to assume the risks of transportation they

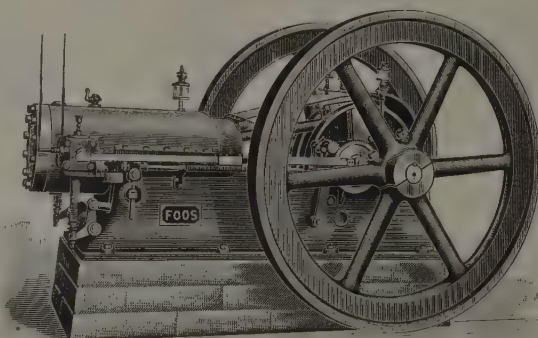
should increase their rates, but in his opinion the present rates are all they should be. John B. Daish, pres. of the American Shippers Assn., and others, also made protests against the adoption of the uniform bill of lading.

In the celebrated Meridian grain rate case Chancellor R. B. Mayes on July 10 dissolved the injunction secured by the Alabama & Vicksburg road restraining the reduction to  $3\frac{1}{2}$  cents. This is a signal victory for the Meridian Board of Trade, which has fought the discrimination for over a year. Any dealer in grain, having his grain consigned to him at Vicksburg over the Vicksburg, Shreveport & Pacific road, had the privilege for ninety days of shipping that grain so received, or any other grain, to Meridian from Vicksburg, at a  $3\frac{1}{2}$ -cent rate, the only restriction being that the Vicksburg dealer could show freight expense bills over the Vicksburg, Shreveport & Pacific for the quantity of grain he desired to consign to Meridian. The effect of this arrangement was simply to establish a local rate from Vicksburg to Meridian of  $3\frac{1}{2}$  cents, open for ninety days, and allowable only to such persons as could show that within that time they had received over the Vicksburg, Shreveport & Pacific as much grain as they desired to ship to Meridian, and that they had not already used these freight bills for shipment to Meridian. On complaint of the Board of Trade the state railroad commission made the rate the same, but open to everybody. The decision of Chancellor Mayes against the railroad company was based principally on the fact that the company was assailing as unreasonable a rate that it had itself fixed.

## The Foos Gasoline Engine.

It is but natural that the grain dealer should look about before purchasing the new engine needed in his eltr. and give some attention to the length of time an engine has been in practical use as well as its reliability, ease of operation and economy.

The Foos Gasoline Engine, made by the Foos Gas Engine Co., has been on the market for 17 years, the business having been established in 1887. Through all of that time the general design of the engine has been changed but little although it has been greatly improved in detail. It has several distinctive features of special interest to prospective users. The counterbalancing instead of being effected by casting weights in the fly wheels is accomplished by disc balances bolted to the arms of the crank, a rather expensive scheme but an outlay apparently



considered justifiable by the company as it has discontinued furnishing engines of any other design.

The smooth running and the steady speed of the engine is said to be traceable direct to this manner of counterbalancing.

A system of ignition is used for which broad claims of advantage are made. The electrodes are independent, the contact between the points being such as to rub them together, removing any possible deposits of carbon or dirt. No gaskets are broken in removing the igniter or either of the valves. The wipe spark igniter has been found so reliable that no engines are furnished with hot tube or torch igniters.

All important bearings are of Phosphor Bronze and the materials throughout are carefully selected. The workmanship is exceptionally good. A great deal of work is finished by grinding which insures absolute accuracy. Taking this in connection with the fact that nearly all of the machine work on the engine is done to jigs and templates, it is evident that difficulty in cases of repairs will be as slight as the best obtainable machine practice makes possible.

The Foos is built in 17 sizes, ranging from 2 to 80 h. p., all sizes being built on the same design, as illustrated.

The average condition of rice on July 1 was 88.2, against 94.9 last month and 93.5 one year ago.

The acreage of corn has increased 2.4 per cent to 91,930,000 acres, and the condition of the growing crop July 1 was 86.4, against a 10-year average of 88.4, as reported by John Hyde, chief of the bureau of statistics.

## Supply Trade

He who first counts the cost without considering possible results is defeated before he begins.

The rumor that the General Electric Co. has bot the Allis-Chalmers Co. properties has been denied.

A. H. Richner of Crawfordsville, Ind., has recently sold one of his grain feeders to the St. Anthony & Dakota Eltr. Co., of Minneapolis, Minn.

Edmund E. Delp & Co., of Philadelphia, are sending their friends a good map in colors showing the Panama Canal and the different ocean routes thru the canal.

You don't always catch the biggest fish with the longest line—a two-line ad that is worded right will sell more goods than a page of type that tells nothing.—White's Sayings.

The St. Louis Fair exhibit of the N. P. Bowsher Co., of South Bend, Ind., at block 10, aisle G, Agricultural Palace, is in charge of E. L. Galt, veteran general agent for the St. Louis territory. The exhibit comprises feed grinding mills in a variety of sizes.

The Stephens-Adamson Mfg. Co., of Aurora, Ill., has issued catalog No. 8, covering a complete line of power transmission machinery for grain elevators, helicoid conveyors, belt conveyors, elevator boots and spouts. Well illustrated and copiously indexed; 96 pages. Journal readers will be sent a copy of this valuable catalog on application to the company.

The Columbus Machine Co. has opened an office at Cincinnati, O., at 227 West 5th St. The company will carry a stock of engines at this point and the office will be in charge of Mr. Van Dusen, who is well known to the gasoline engine trade. Mr. Van Dusen will be pleased to receive his old customers and friends, and any prospective buyers of gas engines, as he will have engines in operation to show the merits of the Columbus.

The plant of the Foos Gas Engine Co., at Springfield, O., is now claimed to be the largest in America devoted exclusively to the manufacture of gas and gasoline engines, the entire attention of the concern having been devoted to this line only. The business has been very substantially developed, necessitating rapid increase in facilities to take care of the business secured. During the last 12 months the investment in the equipment of machinery and special tools, etc., has been increased by about \$30,000 and several other improvements are in process and under consideration.

The Huntley Mfg. Co., of Silver Creek, N. Y., has issued a 32-page treatise on flax cleaning with Monitor Flax Separators, showing 5 styles of single and double and dustless flax separators. The method of operating the different styles is fully explained. The dimensions, weight, speed, power, capacity and price of the different sizes are given. The construction of these flax machines is such that the elevator man can use them successfully in cleaning wheat and other grains as well. Readers of the Grain Dealers

Journal desiring a copy of this instructive treatise will be sent a copy free on request.

One of the largest exhibits at the St. Louis Fair is that of the Allis-Chalmers Co. The 5,000-h. p. Allis-Chalmers Engine and the Bullock Electric Generator, which form this exhibit, furnish electric energy for the decorative lighting for the buildings and grounds of the exposition. The exhibit stands in the centre of the Machinery building with commodious spaces all about it, affording views of the largest generating unit ever placed on exhibition. Visitors here will find not only comfortable resting places, but also writing tables and stationary, attendants who will receive and forward mail and telegrams, and who will check parcels and wraps of visitors and provide iced water, all of which is free of charge.

Late sales of the Boss Car Loader by the Maroa Mfg. Co., of Maroa, Ill., include shipments to W. M. Bruce, Bertrand, Neb.; W. F. Berry & Sons, Home, Kan.; El Paso Elevator Co., El Paso, Ill.; A. C. White, Friend, Nebr.; De Lond Bros., Cadorus, Ill.; J. C. Britt, Armington, Ill.; J. & J. Leas, West Sonora, O.; Vickery Grain Co., Vickery, O.; M. G. Heald, Centralia, Kan.; Harvey Clements, Eagle, Wis.; D. E. Maxwell, Kirby, O.; Frank Strong, Dundee, Mich.; Lock Two Grain & Milling Co., New Bremen, O.; C. Fieker, Walker, Ill.; W. H. McElhinney & Son, Waldo, O.; C. C. Toland, Anna, O.; L. T. Hutchins & Co., Donovan, Ill.; Otterbein Grain Co., Otterbein, Ind.; L. Cortelyou, Muscotah, Kan.; E. Eversole & Co., Hindsboro, Ill.; Root & Westervelt, Shelbyville, Ill.; Findlay Grain & Coal Co., Findlay, Ill.; J. B. Van Wagoner, London, O., and Mitchell & Walker, Assumption, Ill.

Wheat exports in June were only 458,500 bus., against 5,023,265 bus. in June, 1903.

Broom corn valued at \$211,900 was exported during the 11 months prior to June 1, compared with \$199,900 worth during the corresponding period of 1902-3.

Exports of glucose for the 11 months prior to June 1 amounted to 142,699,000 pounds; against 111,336,000 pounds during the corresponding months of 1902-3.

Linseed oil cake amounting to 644,574,000 was exported during the 11 months prior to June 1, against 501,914,000 pounds during the corresponding period of 1902-3.

Corn has no name in Sanskrit, and has evidently been introduced into India from other countries. Roxburgh 100 years ago found it cultivated only in gardens as a delicacy.

Farmers wud realize much greater dividends by investing their spare cash in co-operative stores than they can ever hope to receive from money invested in the grain business.

Beans and dried peas amounting to 946,611 bus. were imported during the 11 months prior to June 1; compared with 1,064,676 bus. during the corresponding months of 1902-3.

A facetious bull recently wired Ware & Leland from Columbus, O., that wheat was so rusty a white bulldog which chased a rabbit thru a wheat field came out a red Irish setter.

Linseed oil exports have increased greatly under the reduced price. For the 11 months prior to June 1 the exports were this season 304,471 gallons, against 96,756 two seasons ago.

## SPEAR SAMPLE ENVELOPES

do not burst, break or leak. They deliver grain samples to destination intact and in good condition. Samples upon application.

Manufactured by Heywood Mfg. Co.,  
Minneapolis, Minn.

## The F. R. MORRIS GRAIN DRIERS

stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address,  
F. R. MORRIS, Milwaukee, Wis.

## Grain Purifying

For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying.

Address

**CALDWELL & BARR,**  
EARL PARK, IND.

## YOU ARE LOOKING FOR A MONEY SAVER



Our "New Era" Passenger Lifts will not only save you money, but work and time. 10,000 grain men are using our lifts in nearly every state and territory. "Getting around" through your building can now be a pleasure. They don't cost much, and they will pay for themselves in a season. We will cheerfully send you full information. **SIDNEY ELEVATOR MFG. CO.** (Sole Mfrs.) Ridgely, O.



## Supreme Court Decisions

The trustee, under a will, may mortgage a grain elevator in order to obtain money with which to carry on the business.—*Roberts v. Hale*, Supreme Court of Iowa. 99 N. W. 1075.

Where bills of lading are silent as to any particular routing, the carrier may select the connecting carrier.—*M. H. Bessling & Co. v. Houston & T. C. Ry. Co.* Court of Civil Appeals of Texas. 80 S. W. 638.

A person having a lien on property for storage charges is entitled to hold the same until his claim is paid, and during all of this time is entitled to be paid reasonable storage.—*Reichenbach v. Tuch*, Supreme Court of New York. 88 N. Y. Supp. 366.

In the absence of a special contract to deliver freight at a point beyond its line, a common carrier is not liable for negligence occurring after its delivery of the freight to a connecting carrier.—*Thomas v. Frankfort & C. Ry. Co.* Court of Appeals of Kentucky. 76 S. W. 1093.

Since the statute providing for election of public weighers forbids only factors, commission merchants, and persons in a like business from weighing cotton consigned to them for sale, other persons may prosecute the business of private weighers.—*Davis v. McInnis*, Court of Civil Appeals of Texas. 81 S. W. 75.

Arbitrators of a loss by fire, in selecting an umpire, should not endeavor to secure a prejudiced, dishonest, or incompetent person; nor should they insist on selecting one living at an unreasonable distance from the scene of loss, when a competent party can be found near by.—*Fowble v. Phoenix Ins. Co. of Hartford, Conn.* Kansas City Court of Appeals. 81 S. W. 485.

In an action by a landlord under Rev. St. 1899, Sec. 4123, to recover from a purchaser of the tenant's crops the value thereof, evidence as to the value of land on which the tenant had executed a deed of trust to secure the rent, which land had been bid in by the landlord on a sale under the deed was improperly admitted.—*Wimp v. Early*, Court of Appeals at St. Louis, Mo. 78 S. W. 343.

Where, on the termination of a tenant's lease, he had severed and bound up certain corn grown on the leased premises, but had not husked or removed the same, his failure to remove it within a reasonable time did not vest title thereto in the incoming tenant, who took possession with notice that the corn was the property of plaintiff.—*Meffert v. Dyer*, Kansas City Court of Appeals. 81 S. W. 642.

The lack of an independent consideration for an exemption of a carrier from liability for damages caused by fire, expressed in the bill of lading, cannot successfully be urged to avoid such provision, although the carrier may have had but one rate, where the consideration expressed was sufficient to support the entire contract made.—*Cau v. T. & P. R. Co.* Supreme Court of the United States. 24 Sup. Ct. Rep. 663.

While an arbitrator of loss by fire, appointed by a party in pursuance of an

arbitration clause in an insurance policy, is not the agent of the party selecting him, yet, where the improper act or conduct of such arbitrator prevents the selection of an umpire, the consequences of the failure of arbitration should be visited on the party who selected the arbitrator.—*Fowble v. Phoenix Ins. Co. of Hartford, Conn.* Kansas City Court of Appeals. 81 S. W. 485.

Action to set aside the award of arbitrators, and to recover on fire insurance policies the amount of the plaintiff's loss by reason of the destruction by fire of the property therein described. Held: That the plaintiff was entitled to appear before the arbitrators, and to be heard, and to offer evidence touching his loss. A denial of such right by the arbitrators is a ground for setting aside their award.—*Redner v. New York Fire Ins. Co.* Supreme Court of Minnesota. 99 N. W. 886.

Deceased, who had been in the service of an elevator company for several months, was killed by the negligent operation of cars on a switch track within the elevator building by other employees. At the time of the accident, deceased undertook to pass from one platform to another across the track between two empty cars, and knew that there was neither watchman, barrier, nor guard to warn him of the approach of cars on the track, which were run into the elevator every few minutes. Held, that deceased assumed the risk of the cars being operated on such track in their usual and customary manner.—*Sauls v. Chicago, R. I. & T. R. R. Co.* Court of Civil Appeals of Texas. 81 S. W. 89.

Plaintiff owned certain rice, which was shipped to defendant by a third person, and, before it was sold, notified defendant of its ownership, and requested it not to pay the third person until plaintiff and he had adjusted certain claims. Afterwards plaintiff and the third person met at defendant's office, and there agreed that the third person was to be paid \$104 out of plaintiff's portion of the proceeds of the sale of the rice. Subsequently defendant sold the rice, and, without any

authority or representation from plaintiff inducing it so to do, but relying solely on the statements of the third person, paid the full amount of the proceeds of the sale over to the latter. Held, that plaintiff was entitled to recover from defendant his share of the proceeds of the rice, less \$104.—*Post v. Houston Rice Milling Co.* Court of Civil Appeals of Texas. 80 S. W. 1025.

While a bank holds the bill of lading creditors of the owner of the grain can not get possession of the car by suits of attachment and replevin and sell the contents to satisfy their claim. Smith, Vincent & Co., of St. Louis, did so, and their action was upheld by the circuit court, but this decision has just been reversed by the St. Louis Court of Appeals, relying on the well settled principle that the bill of lading represents the property. On the floor of the Merchants Exchange, Smith, Vincent & Co. sold a car of corn to the Woodson-Young Grain Co., for cash, to be paid for, as was the custom, as soon as the correct weight was ascertained at the elevator. On a previous sale of corn, Edward H. Young was indebted to J. F. Vincent, Young alleging he could not settle because the shaft at the elevator was broken and he could not get the weights. Complying with Young's instructions at the time of the sale, Vincent directed the agent of the K Line to send the car to the L. & N. R. R., East St. Louis, via the Columbia Elevator for transfer via Wiggins Ferry. Vincent surrendered the bill of lading to the K Line. When the corn reached the elevator it was weighed, but instead of loading into an L. & N. C. car, Young had it loaded into an I. C. car, and consigned it to J. H. Wilkes & Co., Nashville, Tenn. Young got a bill of lading from the I. C., took it to the Third National Bank and indorsed it with draft attached on Wilkes & Co. When the weight of the grain was reported to Smith, Vincent & Co. they demanded payment on the same day, but failed to obtain it. On the same day S., V. & Co. found the corn in the I. C. car and attached it, later

## A Demand for Fair Dealing.



The G. D. A. Co.—We demand that you pay drafts on presentation and live up to your contracts.

bringing a replevin suit against the sheriff to recover possession, which they did, and sold it. The attachment suit later was dismissed. The bank, as the holder of the bill of lading, brot suit against Smith, Vincent & Co., and tho defeated in the circuit court, has finally won. The court said: The respondents could have retained the title to and the possession of the corn very easily, not only as against the grain company, but as against an innocent purchaser of a bill of lading fraudulently procured by the grain company by keeping it in their own or their agent's charge. Instead of doing this, they surrendered the bill of lading previously issued to them. Neither the "K" Line, the Wiggins Ferry Company, nor the Columbia Elevator Company was directed to act as agent for the respondents for the collection of the price of the corn, nor was either to hold it until the price was paid. It was shipped in strict accordance with the directions of Young, and the respondents parted, not only with possession of the grain itself, but with their evidence of title—the bill of lading they held. Looking squarely at the facts, no inference is possible except that there was an outright sale of this corn on the floor of the Merchants' Exchange, which, if it did not become effective then and there, became effective when the corn was turned over to the first carrier, the Wiggins Ferry Company. The title then passed to the Woodson-Young Grain Company, and they could transfer it to an innocent purchaser by delivering the corn itself, or assigning a bill of lading issued for it by a common carrier.—81 S. W. 215.

Rice amounting to 1,740,000 pounds and rice products amounting to 26,625,000 pounds were exported during the 11 months prior to June 1, as reported by O. P. Austin, chief of the bureau of statistics, compared with 508,000 pounds of rice and 18,369,000 pounds of rice products exported during the corresponding months of 1902-3.

## A Portable Grain Bin.

It is not an infrequent occurrence that grain men have to use the open air as a grain warehouse. Last year the Journal published an account of the extremities to which the grain dealers were pushed, in order to remain in the market for grain. The engraving which accompanied this article showed two big piles of wheat which occupied a space of 480 feet long and 40 feet wide, that contained approximately 30,000 bus. of hard and soft wheat. The elevators and warehouses were full to overflowing and in order for the grain dealers to remain in business, it was necessary for them to care in this manner for the grain that was brot to market. The rain would surely have inflicted great loss on the dealers who had to take such great chances in storing the grain on the ground.

A portable bin which can be set up or taken down in a few minutes is shown in the accompanying engraving. It is inexpensive, and when empty can be stored away. It is a feasible and convenient article for taking care of surplus grain and surely would have been worth many times its cost to the grain dealers of Oklahoma last year, who were forced to store their grain on the ground.

These bins are made in three sizes with a capacity of 1,000, 1,500, and 2,000 bus. They are made from galvanized sheet steel and when knocked down are laid flat and tied in bundles for convenience in storing away. The covers are made from heavy duck and coated with an elastic asphaltum paint, and are therefore pliable and waterproof. The cover is held in place by weights as shown in cut. The floor is made of 2 ply inch lumber in sections convenient for handling. The top ply rises up inside of bin to prevent rain running in under the grain.

Every grain dealer who does not have storage room enough should have several of these portable grain bins to use in emergency cases. This portable grain

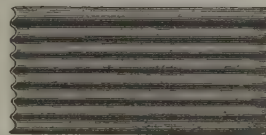
bin is made by the Denning Fence Works, Cedar Rapids, Ia., who will furnish additional information on request.

## The Best Car Mover

moves any size car, loaded or empty, with ease, under any ordinary condition. Works under the brake beam. Shipped promptly to responsible parties on 30 days' trial. Never had one returned. No elevator equipment complete without one.

O. S. POTTER, TOLEDO, OHIO.

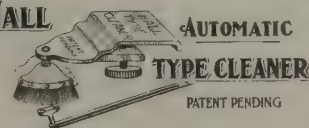
## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.

HALL



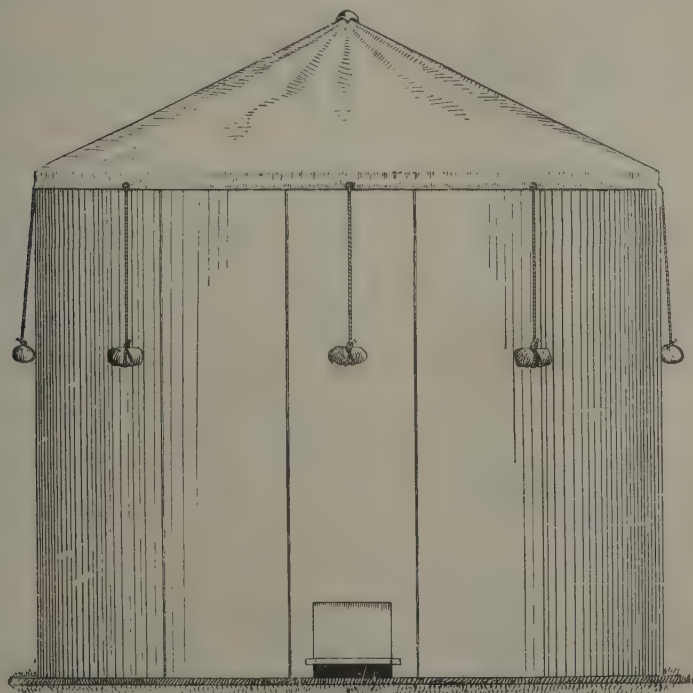
PATENT PENDING

Absolutely cleans the type of any typewriter of the basket pattern. Clean fingers, sweet temper and clean type.

PRICE, 50c, POSTAGE PAID

In ordering please mention make of machine

ALFRED HALL, The "Office Supply Man"  
177 La Salle St., Chicago



A Portable Grain Bin.

## Feed Grinding



is most profitable when done by a mill that is light running, and uses the least amount of power for each bushel of grain ground. Such a mill is the

**MONARCH**

We know it will do all we claim and for that reason are willing to send one on trial. Will you be the next?

SPROUT, WALDRON & CO.  
P. O. 260 Muncy, Pa.



## Recovery of Charges in Excess of Quoted Rate.

By Traffic Manager.

Owing to the confusion that prevailed for some time with reference to rates on shipments of grain east-bound from Trans-Missouri territory, many shippers have found that the charges actually made at destination were some cents per cwt. in excess of the rates verbally quoted to them by their station agents, particularly when the cars were billed to points that have heretofore been what is known as "common" with Chicago.

By what explanations such shippers were satisfied, or whether they demanded any at all, does not appear; but a large proportion of those who have suffered loss in consequence of overcharges seem to have acquiesced in them—possibly not knowing that they could recover anything.

It is true that the charges made by the railroad companies at the several terminals can be sustained by means of the various amendments and supplements which were gotten out with bewildering rapidity; but no carrier can reasonably expect the shipping public to be any better posted than its own agents; and if the latter are led to quote rates lower than those actually in force, the company is legally and morally bound to "protect" such rates.

The difficulty arose from the fact, heretofore mentioned in these columns, that the reductions made to Chicago were not intended to apply to other common points, the word "only" being bracketed under "Chicago" on the tariff sheets, and this was generally overlooked both by railroad officials and shippers, who assumed that the usual traffic arrangements were still in effect.

Thus far the railroads have shown a disposition to meet the issue fairly. Where refund of the overcharge has been applied for, through a formal claim, it has been allowed—at least in such instances as have come under the writer's observation—and that without quibbling.

It is well, however, to strengthen such a claim by a statement from the railroad agent at the point of shipment that he quoted the rate in question, as this acknowledgment in writing will obviate the necessity for further investigation of the facts. Few agents will refuse to make a proper statement.

Reference was made by the Journal, not long ago, to the excess sums appearing on freight bills under "advance charges;" but it will be readily seen that the above is a much more serious matter, involving ten to twenty dollars on a carload, and sometimes more. Unless a shipper takes note of these things and proves himself alive to his rights, he will be mulcted of many small amounts in the way of overcharges, which in the aggregate represent a large yearly loss. Can he afford this at present margins?

## No More Choke-Ups.

Chokes in elevator legs are feared by the elevator owner and his insurance company as much as they are detested by the elevator operators. In some elevators the construction and arrangement is directly responsible for choke-ups, but in most cases the trouble could have been prevented had the employees attended strictly to their duties. However, a non-chokable grain receiver has been placed on the market by the Hall Distributor Co., which is automatic in its workings, hence legs equipped with it will not choke even tho operators go to sleep.

The device is constructed upon the theory that grain has a certain angle of repose. As is well known grain falling from a spout to a level floor assumes the form of a cone, the base extending as the apex rises, but the angle of the sides remaining the same. This action of the grain is always the same hence can be relied upon. As is shown by Fig. 1 barrier A holds the grain back in the feed spout until the overflow from the cups is returned to the receivers, thus preventing the flooding of the receiver and the consequent "pumping up" of the grain up the leg and choking it.

The maker of this device claims that the cups will carry a full load as is shown by Fig. 3 when the receiving boot is equipped with it, but that without it the

cups will be only partly filled as is shown by Fig. 2.

The operator who is cautious with the ordinary boot seldom dares to leave the feed gate raised so that the cups will be filled to capacity, because the varying condition of the grain changes the feed. Clean, dry grain will flow rapidly and nearly fill the cups, while damp, dirty grain will flow so slowly as to choke up and never will fill cups to capacity. Thus the elevating capacity is greatly increased without increasing the speed or enlarging the equipment and with less power and wear on the machinery. In fact by doubling the carrying capacity of the cups, the length of time it is necessary to operate the leg to elevate a given quantity of grain reduced one-half and the wear and tear reduced accordingly. The loss of time, grain and patience due to choke-ups is also prevented and the life of the operator and the machinery prolonged.

## Books Received

**FEED YOUR STOCK.**—Grain dealers who handle feed to farmers will be interested in a pamphlet issued by the Glucose Sugar Refining Co., of Chicago, Ill., which, while giving prominence to the feeds made by this company, gives authoritative data regarding the comparative value of other feeds, with much other valuable information. Copies will be sent to Journal readers free on request.

**MCCORD'S COMPLETE CORN CALCULATOR** contains tables for instantly finding the cost of any number of pounds of corn from one to 100,000, at a rise of  $\frac{1}{4}$  cent per bu., from 15 cents to \$1.00 per bu., calculating on pounds at the bu. price. Each page is  $11\frac{1}{2} \times 12\frac{1}{2}$  inches, the costs for each pound to 1,000 being given in 10 columns of 100 each, with an additional column of even thousands. One page is devoted to each price. A supplement of 150 pages gives freight rates at 1 cent to \$1 per 100 pounds, for those who buy by the ton. Bound in strong, flexible cover. Compiled by Jos. A. McCord and published by the McCord Book Co., Atlanta, Ga. Price, \$7.50.

**WHEAT PRODUCTION IN ARGENTINA.**—Frank W. Bicknell, agricultural explorer of the U. S. Dept. of Agriculture, has made a remarkable collection of facts bearing on the production of wheat in one of the five countries that have annually a large surplus for export. This treatise is very exhaustive, reaching into all the details that affect the growing of wheat, and presenting an interesting picture of the life of the poor farmer, who dwells in miserable mud huts, and whose hope of profit is in depriving himself and his family of everything but the coarsest animal necessities. Argentine farm methods, varieties of wheat, harvesting and threshing, cost of production, marketing, lack of warehouses, railway freights, elevators, inspection, grading, exportation and milling are among the subjects discussed. Bulletin No. 27, U. S. Dept. of Agriculture, Washington, D. C., illustrated; 100 pages.

Corn oil exports for the 11 months prior to June 1 have amounted to 2,844,000 gallons, as reported by O. P. Austin, chief of the bureau of statistics, against 3,388,000 gallons for the corresponding months of 1902-3.

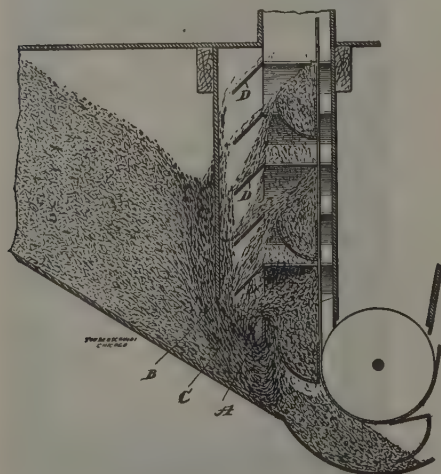


Fig. 1.

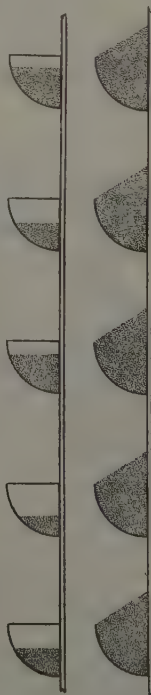


Fig. 2.



Fig. 3.



## The Hazard of Elevator Legs.

The hazard of elevator legs are friction and the fact that they are conveyors of fire as well as of grain. Friction may occur at the bearings, at the belt itself and at the pulleys, and is causable in several ways. Bearings, of course, may be poorly babbitted or aligned or may become covered with dust to such an extent that they are clogged. The belt in sliding past stationary objects with which it is in contact may produce enough heat to cause trouble. It may also slip on the driving pulley and start a fire in the same way, and, as the head of an elevator generally contains lint and bits of string hanging to splinters, nails, etc., as well as a feathery dust, a fire starting will almost surely spread. Slipping of the belt, in fact, is the most prolific source of fire in an elevator and is due most often to a choke in the boot.—S. H. Lockett in The Survey.

## Gasoline and Insurance.

By C. A. McCotter.

Gasoline is like a mule. Learn how to handle and then keep your eye on it.

The man who looks for a gasoline leak with a match will always remember it—or his heirs will.

One pint of gasoline will impregnate two hundred cubic feet of air and make it explosive. Never leave an open can containing gasoline in a room.

Water will not put out a gasoline fire, but spread it. Smother such fires with sand. With nothing else at hand, try smothering with small grain and then wet it.

Always handle your gasoline by daylight. This will avoid the collection of your life insurance and reduce your fire hazard.

Gasoline tanks, whether above or below ground, should be housed so that they can be locked up, and prevent inquisitive persons with cigars or matches causing trouble.

Exhaust pipes or pots should not be

allowed in contact with woodwork. They carbonize the wood and pave the way for a fire.

A hot tube igniter is not safe on a gasoline engine, when located in the elevator, on account of the chance of dust coming in contact with the open flame.

## Statement of the Mill Owners Mutual.

The 58th semi-annual statement of the Mill Owners Mutual Fire Insurance Co. of Ia., which is the oldest of the flour mill mutuals, shows that it has \$4,927,300 of insurance in force.

Its assets amount to \$346,691.53, which includes deposit notes amounting to \$195,874.78, mortgage loans \$126,772.10, accrued interest \$2,009.78, cash \$22,034.87. It should be borne in mind that this company's deposit notes represent the amount of but one annual premium.

Its liabilities include losses adjusted not due \$1,709.50, losses resisted \$4,500.

Since its organization about 30 years ago, this company has paid losses amounting to \$1,030,925.33.

## Statement of Grain Dealers National Mutual Fire.

The semi-annual financial statement of the Grain Dealers National Mutual Fire Insurance Company, issued July 1st, shows total assets of \$383,119.61. The net value of the premium notes included in the assets was \$345,838.25. Ledger assets, which includes first mortgage loans, cash in bank, accrued interest, etc., amounted to \$37,281.36. The company's only liabilities were \$2,000, losses not yet adjusted.

So far the company has saved over \$26,000 to its policy holders, which is a very creditable showing. During the first six months of the year over \$450,000 of new business was written.

The company is growing rapidly and the grain dealers have long since recognized that it was organized to insure grain elevators and contents.

# FIRE INSURANCE

## MILL OWNERS MUTUAL FIRE INSURANCE CO. Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. G. SHARP, Secretary, Des Moines, Iowa.

## Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a rainy day." Isn't that good advice? Well then, carry your insurance in this Company. In twenty-seven years of Underwriting we have saved about one-half of the cost of insurance to Policy-Holders. Think of what that means. Instead of paying \$100 a year only \$50. Isn't that good practice?

Cash Assets ..... \$ 167,000.00

Net Cash Surplus ..... 97,000.00

Deposit Notes ..... 1,025,000.00

We write mills elevators, grain war-houses and stock in them, for a long or short term as required. Write to our office and see for yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

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Purely Mutual.

E. E. PERRY, Secretary.

## GRAIN DEALERS, ATTENTION!

Do not overlook the name "Grain Dealers" when writing to the

## GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY INDIANAPOLIS, IND.

The name is important and means much to policy holders and as much to those who are about to renew, or to place their insurance.

Insuring property of grain dealers only, we give better service at less cost than you have been paying.

Our proposition is simple and interesting to all grain dealers.

Send us the dates your present insurance expires and let us talk to you, but do not omit the words: "Grain Dealers" when writing. You should have our Rate Specifications if you are going to build or remodel.

C. A. McCOTTER, Sec'y.

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AT ACTUAL COST

Furnished by

## Elevator Owners

who exchange indemnity with each other.

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FIRE INSURANCE CO.,  
LANSING, MICH.

23 Years

Successful Business

## 50% DIVIDENDS

Assets ..... \$1,500,000.00  
Losses Paid ..... 1,000,000.00  
Net Cash Assets ..... 260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

## Reliable Insurance ...

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

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Chartered 1865 Assets, \$3,380,676.56

Net Cash Surplus, \$466,594.95

W. L. Barnum, Sec'y.



### A Restful Trip.

One of the most restful trips to be found by the weary is on the Great Lakes and it will prove especially enjoyable to one who has tried to find recreation on a hot, dusty railway train.

Sailing from Chicago to Mackinac Island three times a week, the palatial steamship Manitou offers one of the most delightful, refreshing and invigorating trips to be found anywhere.

Ever since this great ship went on the route she has been growing in public favor. Each year has seen an improvement in her equipment until she is now an ideal passenger boat, being excelled by nothing on the great lakes, and in comparison ranks with the best of our present ocean-going vessels. Justly titled "The Greyhound of the Great Lakes" her triple expansion engines, with immense horse power, send her through the water at an average speed of eighteen miles per hour, making her scheduled time with such accuracy and precision that she has gained a world-wide reputation.

Built entirely of steel and measuring 300 feet in length and forty-two feet in breadth, her hull is divided into seven distinct compartments, each completely separated from the others by solid steel bulkheads, thereby giving her such stability as to rank her in her marine rating with the finest ocean-going ships.

As to the interior, the main saloon and cabins are beautifully decorated with white and gold, while the mahogany finish of the woodwork adds richness and solidity to its chaste surroundings. The saloon is 200 feet in length and rises amidship to two stories, flanked by galleries, enclosed with polished copper railings and reached by rich mahogany staircases. All parlors and staterooms are fitted with marble washstands, running water, electric lights and call bells; a number of these rooms are equipped with brass beds, private bath and toilet rooms.

One of the ship's greatest claims to public favor, however, is found in the dining saloon, where, after all, most of the joy of a trip on the lakes begins and ends.

The Manitou Steamship Company judged rightly when it decided that the culinary department of the ship must be the best that was ever offered on any boat flying the American flag. It equals that of the best clubs and hotels in this or any other country, and its service is on the a la carte plan at reasonable rates. The dining room is located forward of the main saloon; this location itself is one of the chief attractions. Electric fans are placed where they will be of the greatest benefit; the room is handsomely finished in rich birch.

Perhaps one of the greatest attractions

on this floating palace is the promenade, where the tourist delights to see and to be seen, while drinking the air that comes blowing across the sunlit lake from the pine-clad hills that rise in the distance. The promenade is located around the gallery saloon, and is about one-eighth of a mile in length. Near the promenade is the ladies' observatory, leading directly into the gallery saloon, as well as to two private parlors located on the same deck. A commodious smoking room for gentlemen is found near the social hall on the main deck, where also are located the barber shop and buffet.

The rates are so reasonable as to be within the reach of all. Additional information may be obtained by addressing Jos. Berolzheimer, G. P. A., Chicago.

Corn shippers would save themselves thousands of dollars by picking out the bad ears before shelling. A few bad ears will give the whole carload a low grade. The world's largest consumer of corn states that the number of carloads that are damaged by the shippers' neglect in throwing good and bad corn together is astonishing.

The middleman's business is to effect a profitable exchange of surplus products between communities, and the elimination of the middleman will occur when there is a return to the old system under which each man produced all that he needed, and consumed all that he produced. Until that time arrives boards of trade and country grain merchants will continue to thrive by performing for the world a service which is indispensable.—H. L. Nicolet at dinner to Kansas Grain Dealers by K. C. B. of T.

Exports of breadstuffs during the crop year ending July 1, as reported by O. P. Austin, chief of the bureau of statistics, included 44,159,000 bus. of wheat, 55,606,000 bus. of corn, 1,124,000 bus. of oats, 765,000 bus. of rye and 10,571,000 bus. of barley; compared with wheat, 113,454,000; corn, 74,360,000; oats, 4,525,000; rye, 5,423,000, and barley 8,359,000 bus. for the preceding crop year. The total value of all breadstuffs exported during the 12 months was \$142,709,000; against \$213,043,000 for the preceding fiscal year.

## How Much Do You Lose

thru errors in computing the value or quantity of grain received or shipped?

By using Clark's Decimal Grain Values you will prevent these errors and avoid losses. In fact the use of these tables will frequently pay large dividends on the investment, besides saving the time and labor usually taken to make the erroneous calculations.

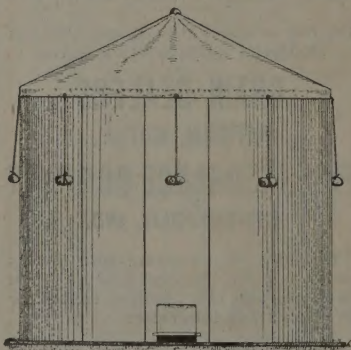
All you have to do is to determine the weight, then turn to the page giving values at the price agreed upon, and in the price column on the same line with the weight in the "pounds" column will be found the correct value.

So simple any child can use it. So helpful no grain dealer can afford to do without it.

Send for sample page and see the most valuable aid ever devised for a grain dealer.

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### PORTABLE GRAIN BIN



800 to 2,000 Bushels Capacity.

Can be set up or taken down in a few minutes. May be set under the elevator of a machine. A handy Bin for either farmer or grain dealer. Furnished with or without floor and waterproof cover with ventilator. We also manufacture Corn Cribs and Wire Fence. Catalogue free.

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Cedar Rapids, Iowa

Take the

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to Lansing, Mich., to the Annual Meeting of the Michigan Hay Dealers Association, August 4-5.

Through trains leaving Chicago 12:00 noon (parlor and cafe car), arrive Lansing 7:20 p.m. Leave 11:15 p.m. (sleeper to Grand Rapids, parlor car to Lansing) arrive 9:04 a. m. Electric fans keep you cool in the cars of the Pere Marquette.



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No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets. 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Box of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out. 800 tickets in each book, Price \$1.25.

Grain Dealers Company,  
255 La Salle Street, Chicago, Ill.

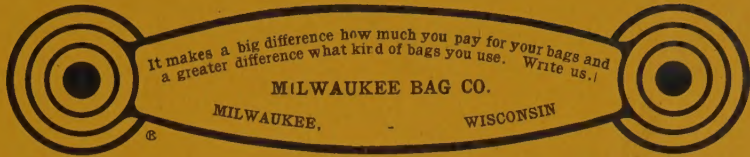
## SHIPPERS' RECORD BOOK NO. 20

is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

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Price per square with nails, caps and sufficient cement to make the laps .....\$2.25

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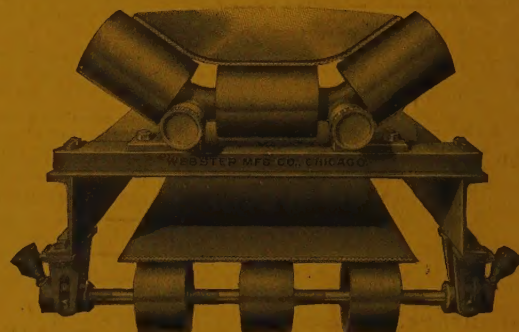
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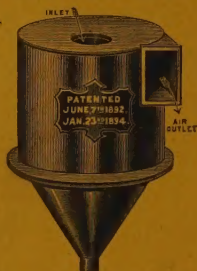
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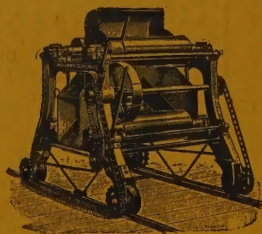
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ings are Date, Amount Sold, Price, Grain, Terms. Under  
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